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# THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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VOL. CIV.

NEW YORK, SEPTEMBER 8, 1923

No. 10

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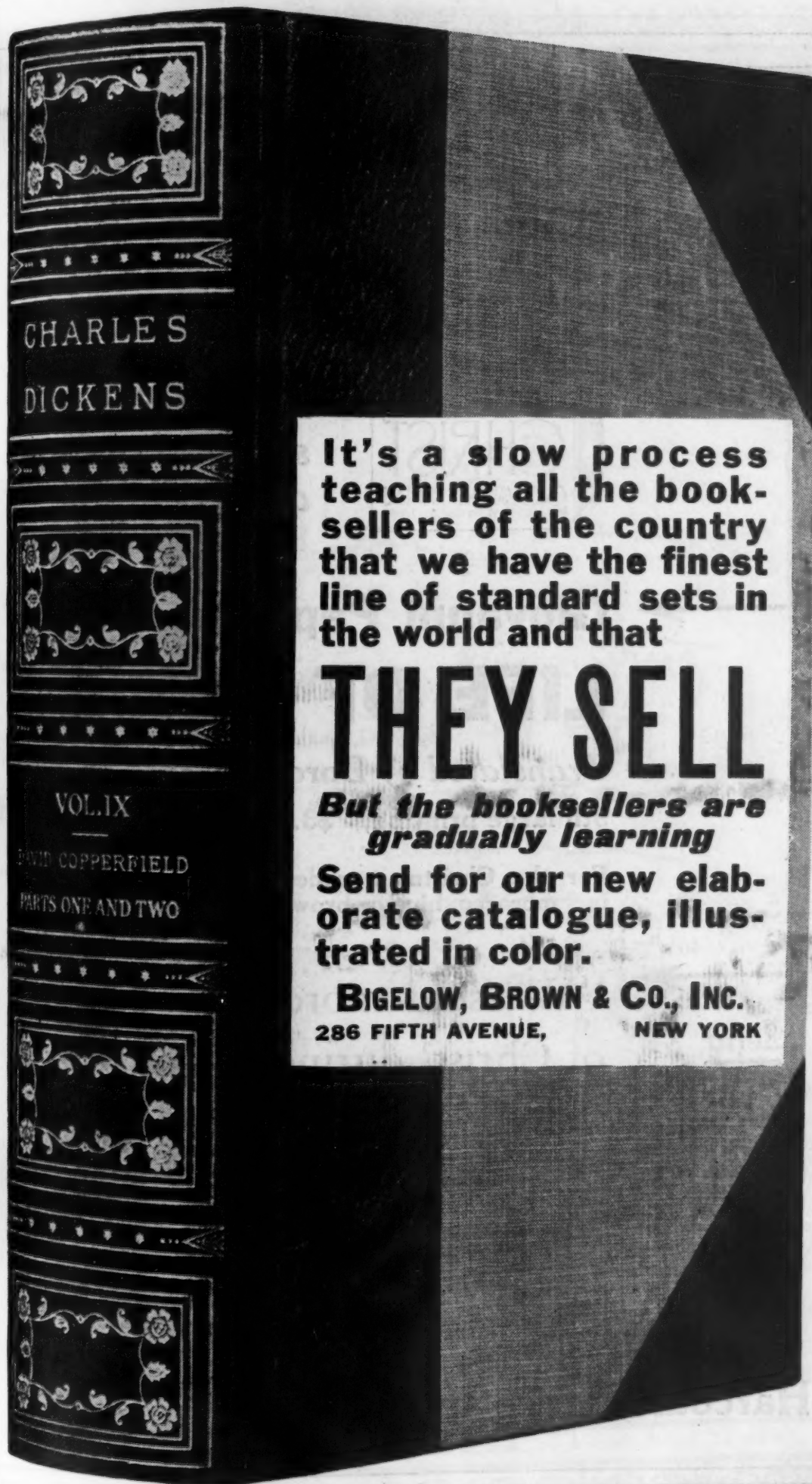
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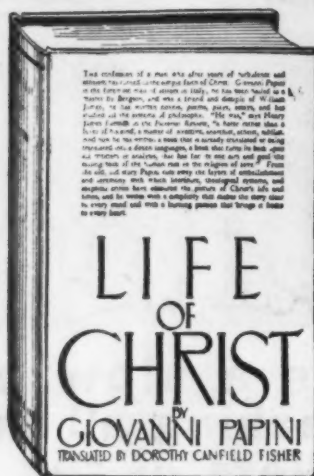
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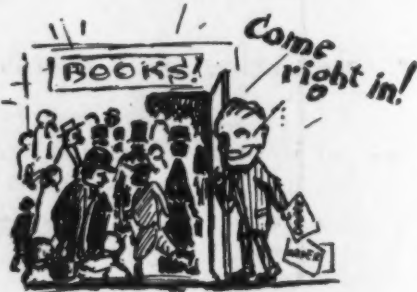
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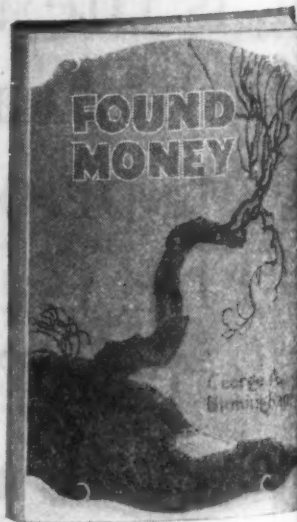
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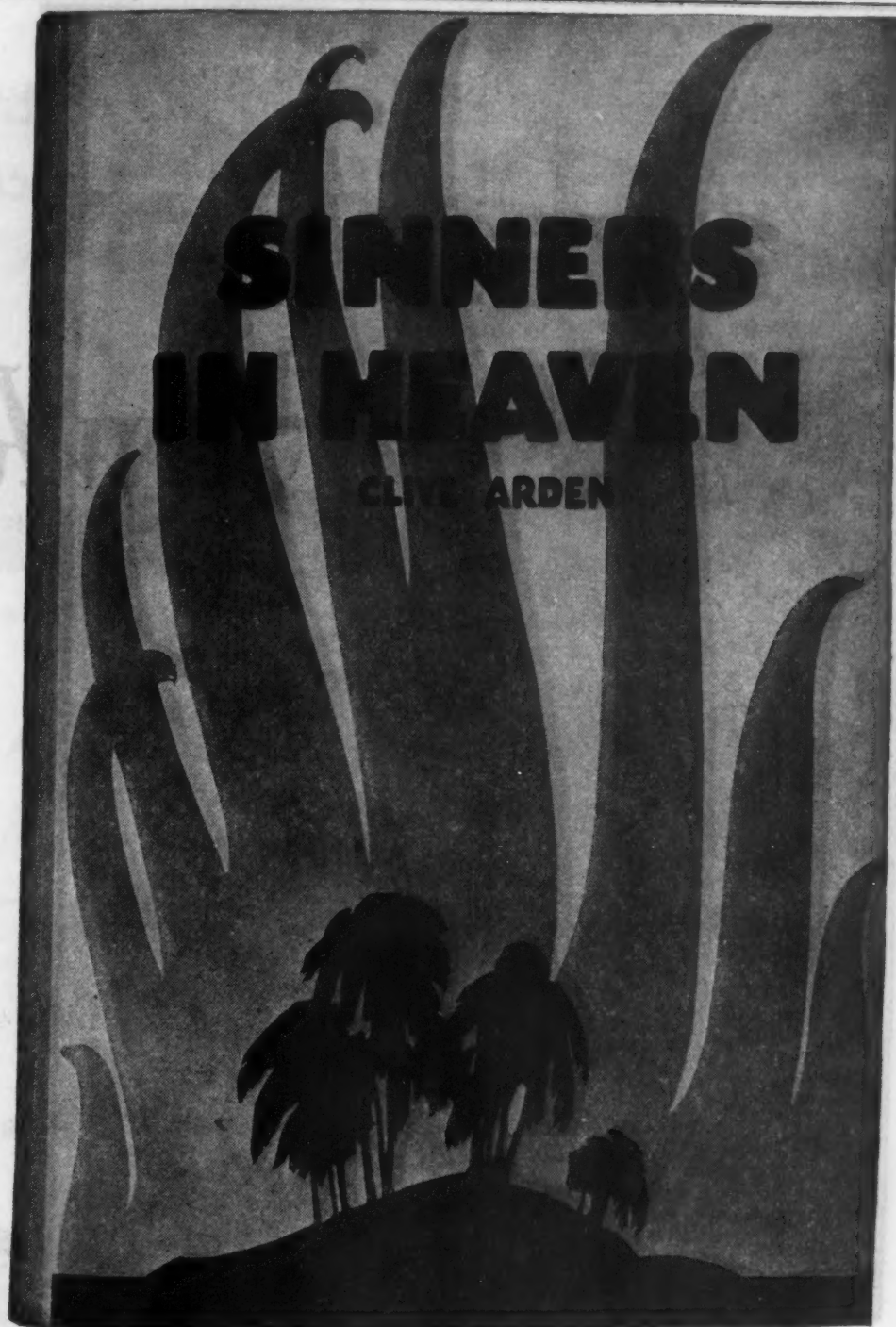
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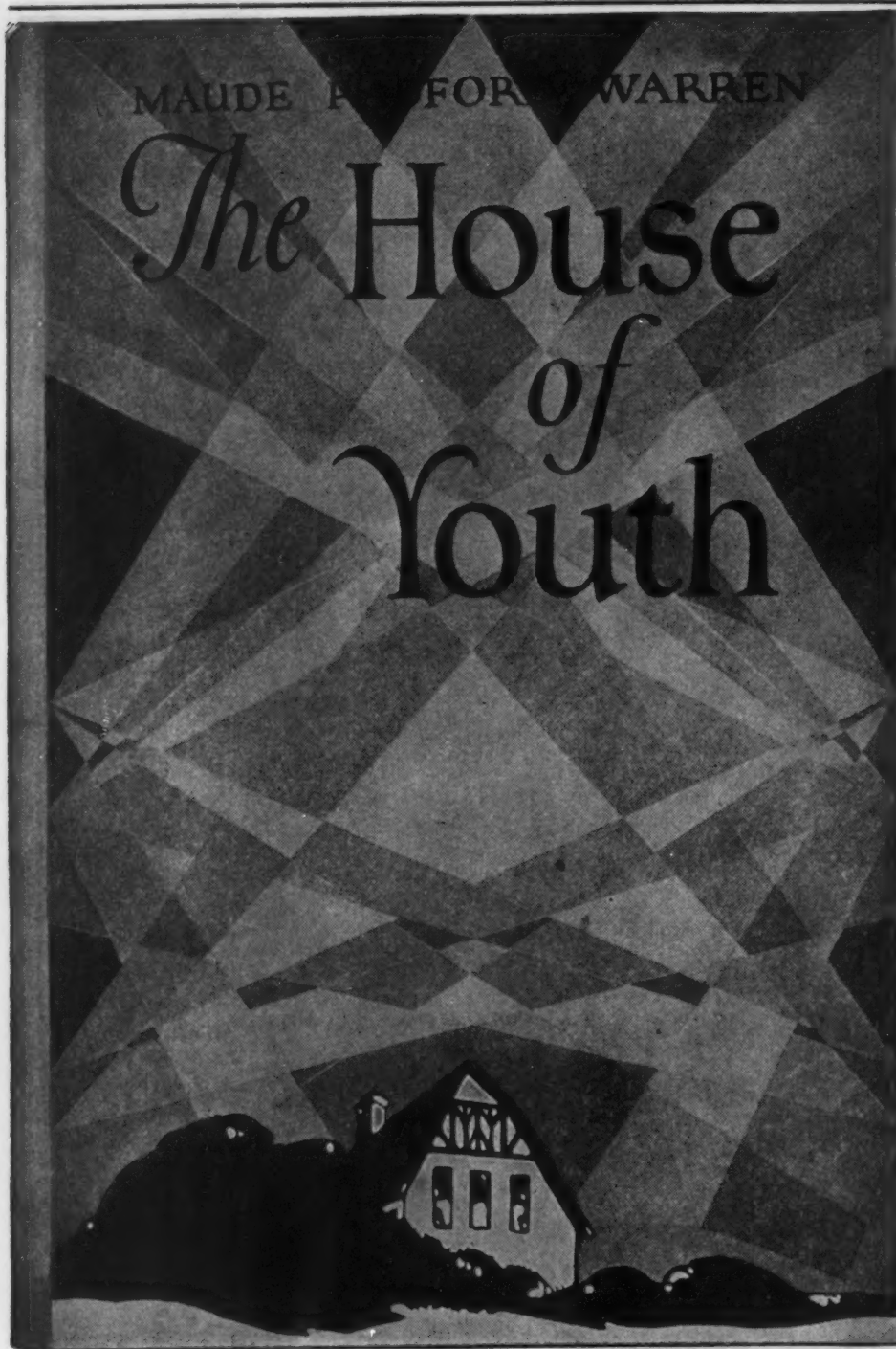
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## The Publishers' Weekly

THE AMERICAN BOOK TRADE JOURNAL

Founded by F. Leyboldt

September 8, 1923

*"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.*

### Children's Book Week

**B**OOKSELLER, librarians, teachers, Boy Scout Organizations, Women's Clubs, Moving Picture Producers, Parent-Teacher Associations, magazine and newspaper editors will all have a share in the fifth annual Children's Book Week Campaign which will reach its apex from November 11th to 17th, this autumn.

The previous campaigns have been so successful, and booksellers generally have had so much praise and enthusiasm for the project, that it seems worth while to examine into the results of the past campaigns and discuss the possibilities for expansion in directions as yet untouched.

There seems to be no question that the annual Children's Book Week is the most important and successful single undertaking of the general Year-Round Bookselling Plan. Not only has it consistently obtained extremely hearty co-operation on the part of the press, which has been glad to print the articles on book shelves and book plates, reproductions of the posters, and news of all the activities of the Week, but booksellers everywhere have been readier to hold exhibitions and devote large displays to the Children's cause than for any other feature of the Year-Round plan.

This is as it should be. The reading virus, unlike the measles or croup, is a disease of childhood which lasts. To get the children of the community to read books and want to own them would seem to be just about the most important thing any bookseller could do, both for the community and for himself. Children's Book Week undoubtedly is responsible for widespread inoculation of the germ.

The different organizations which are interested in reading and which cooperate in the Week exercise great ingenuity in arranging promotional schemes independently. For example, we find a bookstore inviting all the illustrators of children's books of its locality

to contribute paintings to an exhibition, the total value of which approximated \$163,000. Some of the bookstores "put on" fairy plays and other special programs in local theaters or in their own galleries.

The libraries, by continued and intensive work, achieved remarkable results. In 1922 probably 1500 public libraries cooperated. State library commissions loaned valuable exhibitions of books. One library launched an "Earn-a-Book" campaign with the object of encouraging thrift as well as reading. Over 13,000 people visited the story hours and exhibits of another library during the Week.

In the schools, contests were held, often on the subject of "The Five Most Enjoyable Books I Have Read," the number of titles in a recommended list read, etc. Pageants, parades and public exercises kept the movement rife in the schools.

The general features of former Book Weeks will be retained this year, according to the announcement of the Committee, with every effort made to expand. It would seem that there are in the community many organizations which ought to cooperate in the Week and do not because they have not yet been sufficiently invited or urged. It is the part of booksellers particularly to go after these people and see that they join in. The bookseller should be the coordinating center of the activity; he should, in collaboration with the librarian, his natural ally, make it his business to get the schools, Scout Organizations, Moving Picture Theaters, Parent-Teacher Associations, Women's Clubs and City Officials all together in the movement. He should take the initiative because he is the only one who is financially benefited and the seed he thus sows bears golden fruit. "The Bookstore is a Community Center" in Children's Book Week activities more than at any other time.

### A Flaw in the "Model House"

**R**ECENT dispatches from Washington told of a visit of President and Mrs. Coolidge to the "model house" which was erected last year in connection with the Better Homes Movement by the General Federation of Women's Clubs. According to the headings given to the dispatch, Mr. Coolidge found one flaw in the "model house," that there was no way to get ice into the refrigerator from the back porch. We should like to suggest that the President point out the



other flaw in the "model house," that it had no collection of books, thus far.

President Coolidge himself wrote an article for the *Delineator* in connection with its emphasis on the movement, urging that such a collection be part of every home, and the General Committee for the Better Home Movement gave strong emphasis to books and libraries in all its publicity.

That the house in our national capitol, which happens also to be the city of residence of the president of the American Booksellers' Association, has, according to last reports, no model library seems to be a condition that deserves correction, and the President's own emphasis on the need of books ought to prompt the Washington Committee to take immediate steps to make some improvement in the house equipment. This certainly is more of a flaw than the lack of an outside door to the refrigerator.

### Constitution Day

**M**ONDAY, September 17th, is Constitution Day. It marks the hundred and thirty-sixth anniversary of the adoption of the Constitution of the United States, and, as one of the outstanding dates in the history of this country, it deserves the emphasis increasingly being put upon it.

The Constitution Anniversary Association, whose headquarters are in Chicago, Harry F. Atwood, president, has taken direct charge of the effort to increase the interest in the observance of this day. Most schools are open then, and there will be much emphasis on the importance of this great document.

Booksellers will have an opportunity that no other merchants can have to give emphasis to this day by displaying copies of the Constitution, either in separate form or bound in with other great national documents, such as the Declaration of Independence, or they can display books on the history of the country and on the story of our national institutions and their importance.

The Committee in charge has found very ready response from governors of states and organized bodies, and their efforts deserve the support that they are getting. Gifford Pinchot, in a letter of July 4th, wrote to the Committee:

"You may be assured that I am deeply interested in this anniversary, and shall, as promptly as I can, give consideration to the

question of issuing a proclamation, calling attention to the observance of the day. You will be interested to know that the Pennsylvania Legislature, at its recent session, passed a bill providing for the teaching of the Constitution in the United States in public and private schools. This matter will have our earnest commendation."

### Textbook Heroes

**T**HE question of apportioning the room in textbooks has been up for discussion in Japan, and Dr. David Starr Jordan of Stanford University in a recent address praised the Japanese Government for its sincere effort to eliminate from textbooks there all laudation of military heroes.

In his article on the situation of historical writing in the September *Atlantic*, John T. Adams points out that for many years before the war there had been a general pressure on the writers of textbooks to give more attention to the history of the people and less room to the history of the war, so that, when the critics of textbooks searched them after the war for evidences of British propaganda, they found that there was, indeed, less room given to the crisis of the American Revolution than had been the case in earlier textbooks. Mr. Adams points out that, at the same time and for some years past, there has been renewed research in historical fields which has made it impossible to treat the Revolutionary crisis in the same way that it was written about a half century ago.

### An Old Bookseller Talks

**T**HE shelf of books about bookselling is to be several times increased this year, and Houghton Mifflin Company is adding to the list by bringing out in this country an edition of "Forty Years In My Bookshop" by Walter T. Spencer. Those booksellers in this country who handle the rare and unusual do not need to be told about what this promises, as Spencer's bookstore in Oxford Street has long been one of the outstanding shops in the rare book field.

Dickensiana has been Mr. Spencer's special subject, and the several chapters in the book that deal with this subject will be of first rate importance to the collector as well as to the general reader. There will be other chapters dealing with Thackeray, Cruikshank, Stevenson, Swinburne, Oscar Wilde and Whistler. The illustrations will be new, and have been selected by Emery Walker.

# Selling New Books with a Second-Hand Training

By Waldon Fawcett

MEMBERS of the book-trade who contend that the best kindergarten for up-to-date merchandising of current books is the second-hand bookstore may find confirmation in the evolution of Pearlman's Book Shop, located at 933 G Street, N.W., Washington, D. C.

Here is an establishment that has graduated from a stock made up exclusively of old books to a stock embracing all classes of current books, with only a remnant of second-hand stock remaining. More than that, the proprietor, F. D. Pearlman, exemplifies temperamentally the theory that the typical second-hand book dealer, not necessarily a book-worm but a lover of books, is the logical candidate for promotion in any community where the need is for more book-stores.

The Pearlman experience at a stand centrally located in the most popular retail district of a city of upward of half a million population has convinced the proprietor that even if one sticks to second-hand books it is possible to increase the return upon investment by progressive merchandising methods. He recognizes that in a rare book and old book stock the stock turn, on at least a portion of the stock, must necessarily be slow. But he feels that salvation lies in the reservation of a rigidly modest proportion for the shelves and the relegation of all other books to tables where the display and special price offers will move the stock with reasonable rapidity. While conceding that local advertisement of titles by the seller of used books may be impracticable, this merchant feels that it is a grave mistake for the seller of second-hand books to neglect publicity methods. His own plan has been to advertise every notable accession of books—such as the purchase of a well-known library.

For all that, he has a bone to pick with some publishers of business books, it was his line which was the means of starting the transformation of the Pearlman shop. While engaged in the second-hand business, he specialized to some extent in books on accountancy, advertising, salesmanship, and all phases of business administrative practice. Seeing that it was impossible to secure sufficient number of old books of this class to supply the demand and that a certain proportion of the customers were willing to buy

new books, Mr. Pearlman put in a very complete stock of current books on business. A satisfactory trade had been worked up when some of the publishers having the largest lists adopted their latter-day policy of, as he puts it, "competing with the booksellers" by sending books on approval, offering discounts on direct sales to members of commercial bodies or trade associations, etc.

This caused Mr. Pearlman to push out into other lines, altho the momentum acquired during the days of specialization continues to give a fair trade in that quarter. The bookseller, loyal to first instincts of self-preservation is enabled to enjoy a certain freedom from competition by specialization on technical books, ranging in subject all the way from house wiring to radio. In these special fields he makes exception to his general conviction that second-hand books should not be handled in conjunction with new stock. His experience indicates that the average prospect who sets out to obtain a second-hand book on a business, scientific or technical subject may be persuaded to purchase a new copy if a used copy is not obtainable.

Won to the idea of graduating from the second-hand line, Mr. Pearlman, swung to current fiction and popular non-fiction, doing a constantly mounting volume of business in reprints in spite of the fact that his book shop is situated in the midst of drug stores and chain stores which handle selections of reprints, etc. It is his conviction that the bookseller should rejoice rather than grieve when chain drug stores or other stores in his vicinity take on books. Each fresh outlet of this kind recruits a certain number of book buyers and sooner or later these buyers will turn to the regular book-stores when the others cannot supply a desired title or offer a proper selection.

Meanwhile, he had made another experiment—the installation of a circulating library of fiction and non-fiction. It is safe to say that no library was ever more energetically advertised, and a large volume of business has been attracted. Mr. Pearlman feels, however, that a *large* circulating library has no place as an annex of a bookstore, tho he has not the same prejudice against a small circulating library. He deems it possible that the small circulating library may serve as a



feeder for the sales stock, altho, even on this count, he is beset by doubt whether the average patron, disappointed at not finding a wanted book, will be more likely to purchase outright or to depart in disgust. As to the large circulating library, he says, it has no place in a bookstore; it should be as an entirely separate enterprise.

Exemplified in Mr. Pearlman's case is a state of mind which must, in all probability, be reckoned with in the case of almost all booksellers who change to the merchandising of the current books from the ranks of the second-hand dealers. The dealer in old, rare, or second-hand books, pursues, from necessity, if not from choice, a policy of stocking only one copy or a limited number of copies of each item. Similarly it is feasible for him to feel his way in public demand as a guide to ordering. In the case of second-hand stock there is no incentive to place a large initial order and reordering, or replacement, may be always in terms of single copies.

From this training comes an instinct of caution or conservatism which, whether or not it be commendable, will have to enter into the calculations of all book travelers who call on "reformed" second-hand dealers. A traveler soothed Mr. Pearlman, not long ago, with the observation that almost all regular book dealers habitually overorder. But the argument left this particular merchant cold, as his impulse is strong to await the public verdict and not to order more than twenty-five copies at the beginning of any book no matter what the reputation of the author or the glamor of his past performances.

Another trait which is perhaps the logical result of a prelude in the second-hand field is a certain spirit of independence in title selection which balks at the idea of ordering in terms of a publisher's full list. Granting that he may, now and again, take over large libraries, the average dealer in second-hand books thinks in terms of the individual title. This heritage of individualistic selection he carries with him when he faces current lists, order blank in hand.

Another prejudice of the store is one against "drives" or special sales which to any extent disturb the established routine of the book shop. The experience which taught this lesson in this particular environment had to do with textbooks. There was a time when he made a special bid for school trade. The effort was so successful that for days at the beginning of the school term the throng of junior customers crowded the store and overflowed the sidewalk. But analysis of this trade showed the merchant that the

buyers who came on such special occasions seldom came between times. On the other hand, regular customers who, at the peaks of school outfitting, could not gain access to the store, went elsewhere and formed new connections. Hence a policy of renunciation in deference to the day-to-day dependable trade.

If the bookseller brings from his probation in the second-hand field certain instincts that make him appear overcautious in his commitments on new titles he has the compensating virtue of a readiness and an impulse to get rid of dead stock or stagnant items at almost any sacrifice. The Pearlman policy has been to relegate slow sellers to "bargain tables" and then, after allowing an appropriate interval at each level, to lower prices progressively until the stock moves. This procedure has the virtue of making room for fresh stock and in Mr. Pearlman's opinion it entails less loss than if the stagnant items had been held at list prices for occasional demand until profit faded away to an almost total loss.

### Publishers As Golfers

MAPLEWOOD, N. H., has been the gathering place of quite a group of New York publishers, and this led to a Publishers' Handicap Tournament, at which Harry L. Burt won the first prize, and the second went to J. W. Corrigan of Doran. Among the other contestants were George T. Dunlap and Edward C. Ketcham, both of Grosset & Dunlap, Henry Hoyns of Harper & Brothers, Sidney Putnam of G. P. Putnam's Sons and Harry Gould, general manager of the American News Company. Mr. Corrigan was host for the players at Sugar Hill immediately following.

### The Bookselling Course

THE course in bookselling for shop assistants, which is being developed by the Women's National Book Association, is rapidly taking shape, and most of the lectures have already been arranged for.

There is to be a paper on "Bookselling Tools and the Handling of Special Orders," on "Publicity," "The Psychology of Selling," "Good Book-Making," "The Practical Mechanism of Selling," and special studies on "The Organization Needs of Department Stores," "Large Bookshops and Small Bookshops."

The Committee feels that, by having a concentrated course in two weeks, more can be absorbed and more attention obtained than by spreading it over a long period. The room of the Children's Bookshop, at 5 West 47th Street, New York, will be the gathering place

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# The Bookman's Manual

By Bessie Graham

## VII. MUSIC BOOKS—Part II

### Books About the Plots of Operas

THE music book most often called for in the average bookstore is a book about opera plots. There are a number of such books and there is little choice among them on the ground of excellence. They are all good for the purpose for which they were intended. Selection must be made on the ground of contents.

ANNESLEY, CHARLES.

The Standard Opera Glass. *Brentano*. 1910.

KOBBE, GUSTAV. 1857-.

Complete Opera Book. *Putnam*. 1919.

KREHBIEL, HENRY EDWARD. 1854-.

A Book of Operas. *Macmillan*. 1909.

A Second Book of Operas. *Macmillan*. 1917.

These two books are outlines of opera plots.

LAVIGNAC, ALBERT. 1846-.

The Music Dramas of Richard Wagner. *Dodd*.

MELITZ, LEO. 1855-.

The Opera Goer's Complete Guide. *Dodd*. 1908.

NEWMARCH, ROSA. 1857-.

The Russian Opera. *Dutton*. 1914.

A history of the opera not of the plots.

ORDWAY, EDITH B. 1877-.

The Opera Book. *Sully*. 1917.

### How to Listen to Music

The emotional enjoyment of music has with most persons always been far in excess of the intellectual enjoyment. A form of musical criticism in very steady demand is that which aims to make the intellectual enjoyment more nearly commensurate with the emotional. Books teaching how to listen to music more understandingly are miscellaneous in character and necessarily superficial. They give requisite information about musical forms, instruments, technical terms, historical development, and leading biographical facts about composers. They serve their purpose well and they are entertainingly written even to persons of trained hearing.

DICKINSON, EDWARD. 1853-.

The Education of a Music Lover. *Scribner*. 1911.

This book is "for those who study or who teach the art of listening."

HENDERSON, W. J. 1855-.

What is Good Music? *Scribner*. 1898.

Suggestions to persons desiring to cultivate a taste in musical art.

KREHBIEL, HENRY EDWARD. 1854-.

How to Listen to Music. *Scribner, Music Lovers' Library*.

Hints and suggestions to untaught lovers of the art. The author's easy and readable style makes this the most popular book as it is also the oldest in this field.

SCHAUFFLER, ROBERT HAVEN. 1879-.

The Musical Amateur. *Houghton*. 1920.

Essays, one of which on "The Creative Listener," was widely read in the *Atlantic Monthly* and widely discussed. It called attention for the first time to the effect of responsiveness in an audience on musical performers.

UPTON, GEORGE P. 1835-1919.

The Standard Concert Guide. *McClurg*. 1917.

A handbook of information about symphonies, oratorios, etc. The desirable information for the enjoyment of music and the necessary information for the appreciation of music.

### Critical Works

Great musicians have rarely been good critics of music. The great exception to this rule is Robert Schumann, who founded the *Neue Zeitschrift für Musik*, still in existence, and wrote for it many excellent appreciations and criticisms which have been collected in his volumes of essays. Wagner's essay on Beethoven and Liszt's on Chopin are very secondary to other studies of those masters written by laymen.

Some of the representative names among critics are as follows:

BERLIOZ, HECTOR. 1803-1869.

Musical Essays. *Scribner*.

Berlioz, a French musician, who was the greatest orchestra master of his day, is regarded as the originator of the modern "tone school." His essays were very radical and subversive at that time. They are of interest today in throwing light on the beginnings of the Romantic Movement in France.

COLEMAN, SATIS N. (Mrs.).

Creative Music for Children. *Putnam*. 1922.

GILMAN, LAWRENCE. 1878-.

Phases of Modern Music. *Harper*. 1904. o. p.

Nature in Music and Other Studies in the Tone Poetry of Today. *Dodd*. 1914.

Gilman is an up-to-date critic, as well informed on the new in music as on the old. His writings are always helpful and clarifying.

[This is the seventh of a series of eight chapters, new material to be added to the forthcoming second edition of "The Bookman's Manual." This "Music" chapter has been published in two parts.—Editor.]

ing. He writes well, with a fine command of English.

HUNEKER, JAMES. 1860-1921.

Mezzotints in Modern Music. *Scribner*. 1899.

Overtones: A Book of Temperaments. *Scribner*. 1904.

Huneker was the greatest musical critic America has ever had. He wrote out of a background of profound learning, and he had a gift of style and a power of expression that were inseparable from his personality. The wealth of literary allusions in Huneker's writings make them difficult reading.

LAVIGNAC, ALBERT. 1846-.

Music and Musicians. *Holt*. 1903.

This work, translated from the French and edited by H. E. Krehbiel, is an all round treatise on music. It touches on the history of music, the grammar of music, the æsthetics, the instruments, and contains valuable comments on American composers in the appendix.

NEWMAN, ERNST. 1868-.

Musical Studies. *Dodd*. 1910.

A Musical Motley. *Dodd*. 1919.

Studies of the bizarre in modern music by a leading English critic.

VAN VECHTEN, CARL. 1880-.

Music and Bad Manners. *Knopf*. 1916. o. p.

The Music of Spain. *Knopf*. 1918.

The Merry-Go-Round. *Knopf*. 1918. o. p.

Very spicy and enthusiastic criticism of the new in music.

#### Musical Instruction

AUER, LEOPOLD. 1845-.

Violin Playing As I Teach It. *Stokes*. 1921.

The teacher of Elman, Heifitz, and others here gives his method.

BROWER, HARRIETTE. 1869-.

Piano Mastery. *Stokes*. 1917.

Home Help in Music Study. *Stokes*. 1918.

Self Help in Piano Study. *Stokes*. 1920.

Vocal Mastery. *Stokes*. 1920.

BROWN, L. and E. BEHNKE.

Voice, Sound and Speech. *Putnam*.

The singing method of two famous London specialists.

EVANS, EDWIN.

How to Accompany at the Piano. *Scribner*. 1917.

HENDERSON, W. J. 1855-.

The Art of the Singer. *Scribner*. 1906.

Practical hints about vocal technics.

LEHMANN, LILLI. 1848-.

How to Sing. *Macmillan*. 1902.

The methods of one who for thirty years was the leading interpreter of Wagner, proving that the singing of Wagner music does not ruin the voice if "sung and not shouted."

#### Studies of Musical Forms

GOEPP, PHILIP H. 1864-.

Symphonies and Their Meaning. 3 vols. *Lippincott*. 1898.

GILMAN, LAWRENCE. 1878-.

Symphonic Music. *Harper*. 1907.

#### Musical Instruments

CLAPPE, ARTHUR

The Wind Band and Its Instruments. *Holt*. 1911.

In books about the orchestra, wind instruments are dealt with as subordinate to stringed instruments. This is the only book that treats of wind instruments as individual instruments of distinct value.

FORSYTH, CECIL.

Orchestration. *Macmillan*. 1914. o. p.

HERRON-ALLEN, E.

Violin Making As It Was and Is. *Scribner*. 1885.

MASON, DANIEL GREGORY. 1873-.

Orchestral Instruments and What They Do. *Doubleday*. 1909. o. p.

MONTAGU-NATHAN, M.

The Orchestra and How to Listen To It. *Dutton*. 1917.

#### Questions

1. Name a book on American music.
2. What other books contain chapters on American music?
3. What two books tell the history of familiar songs?
4. Describe Elson's "Book of Musical Knowledge."
5. What is the most monumental work on the history of music?
6. What three histories contain bibliographies on books on music?
7. What history contains sample examination papers on music?
8. Name two books which supplement without duplicating one another on the art of listening to music.
9. Name a work of musical criticism by Huneker, Gilman, and Van Vechten.
10. What is the most massive biography of Beethoven?
11. Name a biography of Chopin written by a musician.
12. Name a biography of an American musician.
13. Name a guide book to older operas and one to modern operas.
14. Name two books on the history of opera.
15. Name two collective biographies of contemporary composers.
16. What is the best biographical dictionary of contemporary composers?
17. What prima donna has written books on How to Sing?



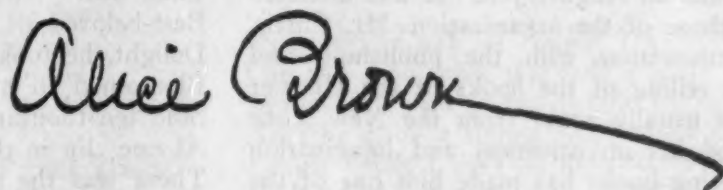
# AMERICAN FIRST EDITIONS

A Series of Bibliographic Check-Lists\*

*Edited by Merle Johnson and Frederick M. Hopkins*

Number 46.

ALICE BROWN 1857—



*Compiled by H. F. Latham*

- FOOLS OF NATURE. *Boston, 1887.*
- ROBERT LOUIS STEVENSON (by A. B.). *Boston, 1895.*
- MEADOWGRASS. *Boston, 1895*
- MERCY WARREN. *New York, 1895.*
- THE ROAD TO CASTALY. *Boston, 1896.*  
With other verses. *New York, 1917.*
- BY OAK AND THORN. *Boston, 1896.*
- THE ROSE OF HOPE. *Cambridge, 1896.*
- THE DAY OF HIS YOUTH. *Boston, 1897.*
- TIVERTON TALES. *Boston, 1899.*
- KING'S END. *Boston, 1901.*
- MARGARET WARRENER. *Boston, 1901.*
- THE MANNERINGS. *Boston, 1903.*
- JUDGMENT. *New York, 1903.*
- HIGH NOON. *Boston, 1904.*
- PARADISE. *Boston, 1905.*
- THE COUNTRY ROAD. *Boston, 1906.*
- THE COURT OF LOVE. *Boston, 1906.*
- ROSE MACLEOD. *Boston, 1908.*
- THE STORY OF THYRZA. *Boston, 1909.*
- COUNTRY NEIGHBORS. *Boston, 1910.*
- JOHN WINTERBOURNE'S FAMILY. *Boston, 1910.*
- THE ONE FOOLED FAIRY. *Boston, 1911.*
- THE SECRET OF THE CLAY. *New York, 1912.*
- MY LOVE AND I (by Martin Redfield, pseud.). *New York, 1912.*
- VANISHING POINTS. *New York, 1913.*
- JOINT OWNERS IN SPAIN. *Chicago, 1914.*
- CHILDREN OF EARTH. *New York, 1915.*
- THE PRISONER. *Chicago, 1916.*
- BROMLEY NEIGHBORHOOD. *New York, 1917.*
- THE FLYING TEUTON. *New York, 1918.*
- THE BLACK DROP. *New York, 1919.*
- HOMESPUN AND GOLD. *New York, 1920.*
- THE WIND BEHIND THE WORLDS. *New York, 1921.*
- ONE ACT PLAYS. *New York, 1921.*
- LOUISE IMOGEN GUINEY. *New York, 1921.*
- OLD CROW. *New York, 1922.*
- ELLEN PRIOR (in Press). *New York, 1923.*



## Fifty Years of Publishing

### The Bookselling Career of John Jay Curtis

ON the occasion of the fiftieth anniversary of his connection with the firm of Bobbs-Merrill Company and its immediate predecessor, his fellow workers tendered to John Jay Curtis a dinner held at Indianapolis on August 31st. It was attended only by those of the organization. Mr. Curtis, in his connection with the publishing and energetic selling of the books of the Hoosier firm, has usually acted from the New York office, and his inventiveness and imagination in marketing books has made him one of the interesting figures of the publishing world. In the past few years, he has practically retired and lived in Los Angeles, but kept in touch with the general problems of the firm and handled the problems of moving picture rights at Hollywood.

In connection with the dinner, D. Laurance Chambers read a poem, which is published below, an interesting chronicle of a famous publishing record.

The anniversary, too, was made the occasion of the publishing of a story, "The Hoosier House," written by Hewitt Howland, for many years the literary editor of the firm. This interesting booklet is an important record in the story of American publishing, and is very attractively illustrated with line drawings. These drawings include a picture of the first Bowen-Merrill Building on the north side of Washington Street, the famous landmark with its old watch-tower. There is also a picture of the later building on the south side of the street, which was burned out in 1914. The publishing of this record is made particularly opportune from the fact that the State of Indiana is likely to take over the ground on which its present beautiful quarters are located, in order to complete the land for a central park.

#### The Prince of Best Sellers

*To John J. Curtis, Vice-President of Bobbs-Merrill Co., on the occasion of his 50th year in publishing.*

In that first and glorious hour  
When old "Knighthood Was In Flower,"  
John J. Curtis put it there,  
In the fragrant garden air—  
The first Best-Seller of the list!  
It was writ by Major's fist,  
But John J. he rang the bell,  
For 'twas he that made it sell.  
Any duff can *write* a book  
'Bout a hero or a crook;

But he's a regular guy who makes  
The book then sell like buckwheat cakes.

Then he took the "Black Wolf's Breed"  
Turned it into golden seed.  
Then dear "Alice of Old Vincennes,"  
Best-beloved of girls, the men's  
Delight, he took and kissed and she  
Blossomed to popularity.  
Sold ten thousand to McClurg  
At one clip in the windy burg.  
Them was the times, the people say,  
The good old times, the real hey-day  
Of selling books.

But more's to follow:

When Alice had licked old "Knighthood"  
hollow,  
He made the "Bubble" float on high  
Away up in the selling sky.  
He made "Lazarre" go skimming fast  
As all the other books it passed  
And shattered all the laws on speeding  
That ruled the quiet roads of reading.  
He made the "Grey Cloak" spread its folds  
From where the blue Atlantic holds  
Its splendor to the distant crest  
Of the magnificent, wild West.

He made "An Old Sweetheart of Mine"  
Famous for each golden line,  
Made her the whole world's one best girl.  
J. Whit's jewel, a luscious pearl,  
Worth at the least thirty dollars a word  
To the Hoosier Poet, the Greenfield bird  
Who trilled and warbled and chanted and  
sang  
While John made the music sell with a bang.

But his job was not alone to sell  
Books but to make them just as well.  
He planned a whole new book technique  
And lifted the product to its peak.  
Who that's present remembers the racket  
He raised by inventing the full color jacket?  
And then if he didn't go and emboss it  
With letters all golden and so proudly toss it,  
As pretty a piece as a little red wagon,  
To tickle the Trade, like a ship with a flag  
on!

And while he was making and selling and  
scheming,  
The brain of this man would keep fairly  
teeming  
With ads of his own most clever contriving  
As hunches arrived and kept on arriving.

With a pot of paste and a pair of shears  
He'd play with an ad until it nears  
Perfection's limit, and then impart  
The one right touch at its very heart.  
And oh the trinkets and souvenirs  
Of which he thought, to ease the gears  
Of the selling machine and lure the buyer  
To run his quantities higher and higher!  
Canes and clocks and fans and slippers,  
Candies and jewels, candles and nippers.  
Three-sheet heralds and pendent signs  
Blazoned the charm of the B-M line.  
Burnt in leather and stamped on brass,  
Painted on wood and woven in grass,  
Posters of every description hurled  
The news that our books are the best in the  
world.

It mattered not where roamed your glance,  
You could not miss his one "Main Chance."  
You knew the cab of the "Man on the Box,"  
"The Brass Bowl's" glitter, the "Goose Girl's"  
socks,

"The Lure of the Mask," "The Bishop's Car-  
riage,"

The hint of "Satan's" amazing marriage.

"Rosalind," "Fifi," "Peggy," "Peat,"

Each was an advertising feat.

He coaxed you into "The Devils Garden"

And made you believe it a "Forest of Arden."

He brought you, a prisoner, into the "Port"

Where "Missing Men" alone resort.

He made you travel "The Long Straight  
Road"

To the Horton reader's blest abode.

"The Black Bag's" sheen, the "White Cat's"  
Tail

He used to multiply their sale.

"Half a Rogue," "Half a Rogue," "Half a  
Rogue" onward,

Ads all about you volleyed and thundered.

And still if you listen I think you'll hear,

"The Man of the Hour's" the Book of the  
Year."

And learn, in the language of prophets and  
sages,

That Bacheller's best is "A Man for the  
Ages."

So with his disarming smiles,  
Modest ways and pleasant wiles,  
He makes now and then a neat  
Attack upon the silver sheet,—  
Takes some old and hoary story,  
Bold or pretty, sweet or gory  
To some movie King or Queen,  
And, presto change, it's on the screen.  
So his talent takes new flights  
As he sells the movie rights.  
If you think his genius stagnates,  
Just go ask the movie magnates!

By now you ask, of course, I know it,  
Can this man think that he's a poet?  
J'ever hear such awful drool?  
Ain't he quite a simple fool?  
I must admit I ain't no bard,—  
It's just my way to praise a pard.  
In verses that no one can scan  
I doff my hat to the Grand Young Man—  
Fifty years young at selling books,  
Whose heart's still younger than his looks—  
John J. Curtis—he,  
Master of diplomacy,  
Shrewd as serpent, kind as dove,  
Whom to know is all to love,  
All to admire, all to bless.  
May his ills grow less and less,  
As his fame goes on increasing  
And we honor without ceasing

*Bookman who made of all the Trade an Art,  
Wise man and good, who chose the nobler  
part,*

*Dear friend, who meets you eye to eye and  
heart to heart!*

D. LAURANCE CHAMBERS.

## More and Better Stories for Boys

A FUND of \$100,000 has been raised and placed at the disposal of *Boy's Life*, edited by Franklin K. Mathiews for the Boy Scouts of America. The sum is from an anonymous donor, and will be used in an attempt to get the best possible fiction for boys. Commenting on this effort, James E. West, Chief Scout Executive, says:

"The time has gone by when writing for boys can be hack writing," said Mr. West. "The modern boy spots things worth while instinctively. You cannot fool him about 'Treasure Island,' for example. He knows it is a good book. A perfectly obvious step in connection with the development of *Boy's Life* is to secure for it writing talent in every way equal to the talent that goes into magazines designed primarily for grown-ups. The expenditure of this fund represents an opportunity to recognize the fact that boys' tastes in reading are basically sound."

At the early age of six  
He knew all the selling tricks.  
Of every dodge since then invented  
He's the author. Discontented,  
Having drained the book world dry,  
He bethought himself to try,  
In the afternoon of life,  
Far from his old scenes of strife,  
Art and artful competition,  
Just to make one more addition  
To the record of his name,—  
To his perfect selling fame,  
And see what John J. Curtis could  
Do to naughty Hollywood.



## Middle West Wins Harper Competition

THE winner of the Harper \$2,000 Prize Novel Competition has been announced as Margaret Wilson of 440 Normal Parkway, Chicago, Ill. Her novel is entitled "The Able McLaughlins." This prize-winning manuscript, chosen from among seven hundred and thirty-nine competitors is a story of early Scotch settlers in a pioneer Iowa community. It is Miss Wilson's first book.

Miss Wilson was born in the town of Traer, Ia, in 1882, graduated from the University of Chicago in 1904, and then proceeded to India as a missionary. Upon her return to America, she taught school for a time, and would most likely have continued to do so had she not heard a lecture in which American writers were lambasted. She then and there resolved to write a story wholly American.

The three judges in the Harper competition, without any consultation whatever, chose "The Able McLaughlins" as the prize-winning novel. The judges, Jesse Lynch Williams, former President of the Authors' League of America, Henry Seidel Canby, editor of the *Literary Review* of the New York *Evening Post*, and Carl Van Doren, author of "The American Novel." They all also agreed on the novel which was their second choice, and two of them agreed on their third choice.

Harper & Brothers have accepted for publication eight of the novels submitted in the competition; six are first novels. The contest was open only to those who had not published a novel in book form prior to August 1, 1914.

Mr. Van Doren made the following statement:

"Never have I found being a judge quite so easy a job. This is not to say that there were not other excellent novels among those which failed to win the prize. I was struck by the general average of intelligence, by the lack of loose sentimentalism, by the solid documentation of narrative after narrative. I was struck, however, more than by anything else, by the large body of Middle Western realism which the contest brought under my eyes. Here was evidence renewed, if one needed it, that the literary energy of the United States is gathering itself together in the Mississippi Valley for another effort comparable to that which began in New England a century ago; and that the new effort, if it continues in its present modes, will be realistic, as literature in the Middle West has always tended to be. As a Middle Westerner, I was glad to meet this evidence. As a critic, I was more than pleased that now and then among the novels,

as in the prize-winner, one came upon what was both a dependable document and a work of art."

"An extraordinary number of the novels submitted," said Dr. Canby, "were either biographies or autobiographies that were realistic studies of adolescence in small towns done with the psychology of the victim well in mind. "Fifty or one hundred of the books could be defined that way and could have been written by the same person. They were all competently written and showed care and a desire to do an honest and truthful novel. But so many read like the others. They started with childhood and ended with the principal characters grown up. Realism isn't being so freshly done now. Apparently a certain type of realism is being standardized. "The Able McLaughlins" stood out sharply from the rest because it is a romance with a great deal of solidity and a great deal of beauty."

According to Dr. Canby, the statistics indicate that the competition called out a great many new writers and gave an opportunity to many young writers as the terms ruled out the old established people.

### American Books in Europe

THE house organ of Curtis Brown, the well-known literary agent of London and New York, gives interesting evidence of the demands such an agency can create for American books to be republished in foreign territory. In the *News Sheet* of July, there is a record that "The Life and Letters of Walter H. Page" has been arranged for in both French and German; "Cytherea" by Hergesheimer in both Danish and Norwegian; "The Story of Mankind" in Italian; "Babbitt" in Swedish; Norris's "The Pit" in Polish; Charles Norris's "Brass" into Danish and Norwegian; O. Henry's "Sixes and Sevens" into Russian; Ray Stannard Baker's "Woodrow Wilson and the World Settlement" into French and German.

The list of books going into England is, of course, wider and broader, and of current fiction it is interesting to see that there have been English editions arranged for novels by Honoré Willis, Irving Bacheller, Temple Bailey, Harry Leon Wilson, Robert Benchley, Edwin Balmer, Edwin L. Sabin and Clarence E. Mulford.

THE FIGURES of fall sales are beginning to come out, and Doubleday, Page are advertising that they have sold 200,000 copies of Gene Stratton Porter's "The White Flag."



## The Bookshelf for Boys and Girls

THE fifth annual edition of the *Bookshelf for Boys and Girls* is now running on the presses, and will shortly be going to communities for distribution in practically every state in the Union.

As an instrument which has done so much to bring together in common cause the different interests which are active in the cause of reading for children, it seems opportune to restate the editorial intent, in order that its scope and possible uses may be fully understood.

Any list of books has, at the outset, to take thought as to the extent and details into which it will go. Reading for children may be considered as a question of their guidance to the great world classics of imaginative literature, and, without expecting that all children shall read on identical lines, emphasizing the fact that there are outstanding books with which all children, if possible, should have a contact.

Such lists may include fifty, a hundred, a hundred and fifty books. The importance of the children's contact with such great books does not run at all contrary to another need, that of a guidance to the great area of books which are available for children, and which not only include great imaginative classics but all types of books that are of value and importance on nature, history, biographies of our heroes, books famous for their illustrations, books of nursery songs, books of scouting, home work for girls, books of religious ideals, etc., etc.

It has been, from the start, the intention of the *Bookshelf for Boys and Girls* to supply the need for such a list, a list which, once in the home where children are growing up, will supply the parents and the children with a guide to the books which can be obtained in these different fields which would be of first rate value in the home library, for reading and for reference. A list of fifty-two pages such as has been developed permits the entry of about a thousand books, with brief notes to guide the selection. As the field of children's books is great, and, as there are few that would attempt to evaluate the whole field and to add promptly from each season's new output, there have been from the start three editors: one to cover the books from the earliest A B C to the ten-year-old interest; one to cover the books for boys and girls from ten years old up to the days of adult reading; and one section given up to the special reading slant of the Boy Scouts. The whole list is indexed, so as to make it easy to use for those who only know the author of the

book and who do not know into which section the book would fall.

On whatever subject, the volumes included are based on an evaluation of the best material available. In many fields, there are a number of books of almost equal merit, and it has to be left to the editor's judgment as to which to include. In this question of selection, the catalog has been fortunate in having the co-operative interest of three editors whose experience is broad and whose judgment is unbiased: Clara Whitehill Hunt, who has, since the first issue, made the selection of books for the younger children and also the supplemental list of beautifully illustrated books, is an unquestioned leader in the field of children's reading, who has done much to mould the present attitude toward children's books in the country and has herself, both as writer and editor of books, contributed to the material available; Ruth G. Hopkins, who has edited the second section for three years, has had practical experience in children's work in Brooklyn, in the Bridgeport Public Library, and is now librarian of Polytechnic Preparatory School in Brooklyn; Franklin K. Mathiews, editor of *Boy's Life* and godfather of the movement of Children's Book Week, is the national authority for books for boys and the breadth of his judgment and the sanity of his emphasis is fully recognized.

At all times the editors have had the advantage of reports from the field, users of the catalogs being asked by the publishers for comments as to the books that were proving of most interest to the families being served. This has enabled the catalog to steer closely to the real needs of the families whose interest it is intended to serve.

The catalog is illustrated with examples taken from the books which are selected with a view to emphasizing the different types of interest which the catalog covers, while at the same time they make the pages more attractive. For three years, Maurice Day, famous illustrator of children's books, has designed the cover, and this year special attention is paid to the quality of the printing, so that families who have the book on their table will keep it there for permanent year round reference.

Of very fundamental importance to the success of this cooperative effort has been the endeavor to build up so large a distribution that the price can be kept rigidly down. The circulation last year of a hundred and twenty thousand will be increased this year, and with such a large edition the catalog can be had at a rate for which no single user could possibly

produce it. A fifty-two page catalog of this quality and at an average price of five cents apiece in five hundred quantity is an opportunity to do book promotion at an extremely low price. Two hundred and fifty to five hundred copies can be distributed in a community at the price of one newspaper advertisement.

Probably the feature most deserving emphasis in this publication, in which the PUBLISHERS' WEEKLY office is justly proud, is the opportunity it gives to bring together in a common cause all of the book interested people of the community. There have been booksellers' lists before and library lists, but never one in broad circulation in which the two groups could unite and thereby get increased contact with the homes, with the assurance of accomplishing real developments of home libraries, thus supplementing the public collections and giving aid to those parents who are so genuinely interested in giving their children the best possible opportunities.

### The Circulating Library Discussion

THAT the problem of the pay collection in a public library is not local to Providence is shown in a letter published in the *Syracuse Post-Standard* from Paul M. Paine, librarian of the Public Library. The Syracuse Library has evidently been criticized for maintaining any type of service which is charged for, and Mr. Paine has explained in his published letter how public libraries came to adopt this plan and how it was generally received. In Syracuse, the Library charges the same current rate as is used in the bookstores, a plan which was recommended in an editorial in the PUBLISHERS' WEEKLY of August 11th when the Providence situation was discussed.

#### Pay Books at the Library

To the Editor of The *Syracuse Post-Standard*:

The duplicate pay collection, adversely criticized by a correspondent this morning, is not an experiment in public libraries. It originated in the St. Louis Public library many years ago and has been in use in many libraries, large and small, ever since. The main purpose, of course, is to supply the demands of impatient library patrons who want the latest books immediately. For more than a year, with half a dozen copies of Well's "Outline of History" in constant circulation, we could not supply the demand, and an added copy was put in the duplicate pay collection. The Page "Letters," the Frank-

lin Lane autobiography, a popular book on etiquette, and other books of so-called serious reading were added in the same way, together with a number of approved books of fiction.

Now, what has happened to the interests of borrowers from the "free collection," which includes the remaining 160,000 books in the library? In the first place, no book is ever added to the duplicate pay collection which has not been added also to the free collection. In the second place, books added to the duplicate pay collection, after having remained there for a short time, are taken out and put in the free collection. They have paid for themselves out of the charges which borrowers have paid, and they are therefore just so many new books for free use which otherwise would not have been possible with our limited appropriation. In the third place, the original cost of the books placed in the duplicate pay collection has now been more than repaid. It was \$200. Books that have been removed from the duplicate pay collection and credited at their second-hand value now total more than this sum. So all the business the duplicate pay collection is now doing is of definite money value to borrowers of free books. Those who pay for the use of "D. P." books are simply buying books for those who do not pay.

The only objection I had to the plan which was proposed by the heads of departments of the library, was that it seemed like business competition with the bookstores maintaining lending libraries. But we charge the same price that they charge and apparently their business has been steadily growing since ours began.

If I had any reason for believing that the interests of borrowers of free books were being injured by the duplicate pay collection I would immediately recommend that we drop it. And if the trustees of the library were convinced that the interests of free borrowers were being injured, I would not have to recommend that the duplicate pay collection be abandoned. It wouldn't last the week out.

PAUL M. PAINE, Librarian.

Syracuse

### Printing Convention

THE International Typographical Union has been meeting in its annual convention at Atlanta. Among other business, the convention killed, by vote, an amendment which proposed that union members should be prohibited from accepting bonuses based on the setting of a certain number of ems per day and which would prevent local unions from allowing members to work under a scale of prices based on the so-called piece system.



# The Book And Its Film

Fortnightly News for Booksellers from the Motion Picture Field

## "Kim" In the Films

ACCORDING to a report from the press, Maude Adams has obtained the motion picture rights for Rudyard Kipling's "Kim," which has long been desired by producing managers. Miss Adams is not herself to appear in the picture but with this venture enters the field as producer. It is understood that she has met Mr. Kipling's two requirements, i.e., that the part of "Kim" be taken by a boy and that the picture be filmed in India. Except for a few early stories unprotected by copyright, none of the Kipling material has previously been sold to the motion picture interests, Mr. Kipling having always turned a deaf ear to requests.

## Screen Notes

ANNOUNCEMENT comes this week that the C. B. C. Film Sales Corporation has been selected by Mission Film Company to handle distribution of its all-star feature special, "The Barefoot Boy."

"The Barefoot Boy" was suggested by John Greenleaf Whittier's poem.

PRODUCTION OF "The Call of the Canyon," Paramount's latest Zane Grey production, has been started. Exterior scenes are being filmed in the vicinity of Flagstaff, Arizona, said to be some of the most beautiful mountain country in the United States.

VICTOR FLEMING, who made "The Law of the Lawless" and "To the Last Man," is directing "The Call of the Canyon."

PARAMOUNT has just completed its first Zane Grey production, "To the Last Man."

J. WARREN KERRIGAN, who will head the all star cast of "The Man from Brodney's," according to an announcement made by President Albert E. Smith of Vitagraph, will play the part of Hollingsworth Chase, the hero of this famous George Barr McCutcheon novel. Mr. Kerrigan's last picture was "The Covered Wagon."

ELABORATE PREPARATIONS are being made for the filming of the campaign scenes along the upper Nile, which are such an important part of George Melford's Paramount production of Rudyard Kipling's classic, "The Light That Failed." British troops, native warriors, Bedouin horsemen and the principal masculine players of the story will journey into the desert for these important scenes.

WILLIAM H. POWELL, who is to support Lillian Gish in the film version of George Eliot's story, "Romola," and several others have gone to Italy, where the exteriors of the pictures are to be made. Scenes will be taken in Genoa, Naples and Florence.

JAMES KIRKWOOD plays the lead in Joseph Hergesheimer's "Wild Oranges," which is to be produced in Georgia. There will only be five players in the cast.

JACKIE COOGAN, as Crown Prince Otto in the picturization of Mary Roberts Rinehart's novel "Long Live the King," is said to have done his best screen work since "The Kid." No longer will he appear in the familiar cap, shapeless knickers and worn shoes. This time he will be seen in military uniforms that fit to perfection.

CONWAY TEARLE will share honors with Corinne Griffith in the cast of "Black Oxen," by Gertrude Atherton. Frank Lloyd, who directed "Ashes of Vengeance," will be the guiding spirit of this picture.

CHARLES DICKENS'S "David Copperfield" is to be presented on Sept. 23. In it one is said to have Mr. Micawber, always waiting for something to turn up, and the always "so humble" Uriah Heep.

A GIANT St. Bernard "Buck" has been assigned the principal rôle in Jack London's "Call of the Wild."

F. MARION CRAWFORD should offer a mine of material for moving pictures, and this use would lead to a revival of an author who had the most steady audience of any best seller in the '90's. Goldwyn is now releasing "In the Palace of the King"; Inspiration Pictures, "The White Sister."

RALPH CONNOR'S "The Man from Glen-garry" was successfully released in July.

OWEN WISTER'S "The Virginian" has been photographed out on the plains with some of the broad vistas that characterize "The Covered Wagon."

## Film Costs

THE book-trade gets an interesting insight into the large figures that govern film costs as compared to books when it sees the announcement of one producing house that it cost \$427,000 to produce "To Have and To Hold" and \$111,000 to distribute it. Up to date, there has been a loss of \$55,000 on this picture. It is staggering to think how many books could be produced and distributed from that half million investment.



## An Uncorrected Galley

### BOOK BUSINESS TO BOOM

#### Nothing Slow in These Slogans

Mr. George Alexander Jones, of "George Alexander Jones, Incorporated, Advertising Advisers," announces that he has secured the \$1,000,000 advertising contract of the "Publisher's In-operative Association."

While the competition for this contract was very keen, Mr. Jones states that it was not difficult for his agency to "walk away with it," as it were, inasmuch as for months his staff has been secretly working to "land it." The ease of their accomplishment is not difficult to understand when you know that they simply went ahead upon the assumption that they already had the contract, and ergo, when others were merely able to say what they could do, the Phelps Agency laid before the Publishers' Association—well, need we say more than that a few of the many clear and forceful slogans which are to be broadcasted in newspapers, magazines, on car cards, and billboards from coast to coast, are as follows:

*Read!!*

*Jurgen and Cytherea—They Satisfy  
I'd Walk a Mile for a "Harold Bell  
Wright."*

*Buy "The Modern Library"—95c.—and  
Spend the Difference.*

*"Women in Love" — Ask Dad — He  
Knows!*

*The Limp Leather Edition of Ella Wheeler  
Wilcox—The Books You Love to  
Touch.*

*The Encyclopedia Britannica—Ask the  
Man Who Owns One.*

*"Bread"—By C. G. Norris—It's Toasted.*

*"The Painted Lady"—Save the Surface  
and You Save All!*

*Papini's Life of Christ—99 44/100% Pure.*

Can you doubt the effectiveness of the campaign? Go to it, George, say we.

WALTER V. MCKEE.

### DEFINITION OF "PRECIOUS"

One of our correspondents has asked us to give in this column a definition of the word "precious" as applied to literature. The contents page of the July *Criterion* seems to supply an answer

#### Contents:

#### A BIOGRAPHICAL FRAGMENT.

DOPE. *W. B. Yeats*  
*Owen Barfield*

NOTES ON A POSSIBLE GENERALIZATION OF THE THEORIES OF FREUD.

BOLINGBROKE II. *Jacques Riviere*  
*Charles Whibley*

MALATESTA CANTOS. *Ezra Pound*

ALCESTIS & SAVITRI: A Suggestion.

*Stanley Rice*

PAN.

*E. M. Forster*

ET EGO IN ARCADIA. *Richard Aldington*

## Current Clippings

PROFESSOR W. FLINDERS PETRIE, who was given the honor of knighthood among the last English awards, is to have a new book from Houghton Mifflin that takes up the human side of old Egypt under the name of "Social Life in Ancient Egypt."

BELL & SONS, London, whose agents in this country are Harcourt, Brace & Company, are reprinting Wheatley's full text of Pepy's "Diary" on India paper, which will bring the set down to 3 volumes which they intend to sell only as sets. This will make it almost as compact as the famous Oxford edition of Boswell's "Life of Johnson."

A REFERENCE book of value to libraries in this country is an "Encyclopædia of Australia," just announced by Angus and Robertson of Sydney. It will be in two volumes, about the size of Chambers' "Encyclopædia." The editor is Arthur W. Jose.

GERTRUDE HARTMANN, who supplied a very interesting article for the Educational Number of the PUBLISHERS' WEEKLY, is issuing, thru Dutton, this fall, her volume entitled "Home and Community Life."

A BOOKSHOP is part of the background of the western story of Honoré Willson, "The Exile of the Lariat." An outdoor Westerner inherits a bookshop in a canyon village, and what happens thereafter is the theme of the story.

HARRY S. DRAGO's new book, "Smoke of the .45," will have the background of the Spanish Basque population of the West. Mr. Drago was given a barbecue by the Nevada people last month as a thank-you for the interest he has aroused in that country.

NEWSPAPERS have been giving big space to comment on the new translation of the New Testament done by Professor Edgar A. Goodspeed and published thru the University of Chicago Press. It has started up again.

THAT THE AEROPLANE is to affect the travel book of tomorrow is pretty clearly indicated by Blair Niles's "Casual Wanderings in Ecuador" (Century). A recent letter to her publisher says: "On the 20th of July, at sunrise, we flew from Barranquilla on the coast. At sunset on the same day, we descended at Girardot, 600 miles up the Magdalena River, in the heart of the Andes. Sunset in the Andes from 30,000 feet in the air is an experience of grandeur and wonder."

## The "American" Language

A NOBLE and patriotic purpose was accomplished by the 43d general assembly of the state of Illinois, which closed June 30th. On June 19th" says Harry Hansen in the Chicago *Daily News*, "it adopted the American language as the official language of the state. In the report of the general sessions laws, just published, the resolution of adoption reads as follows:

'Whereas, since the creation of our American republic there have been certain tory elements in our country, who have never become reconciled to our republican institutions and have ever clung to the tradition of king and empire, and

'Whereas, America has been a haven of liberty and place of opportunity for the common people of all nations, and

'Whereas, these strangers within our gates who seek economic betterment, political freedom, larger opportunities for their children and citizenship for themselves come to think of our institutions as American and our language as the American language, and

'Whereas, the name of the language of a country has a powerful psychological influence upon the minds of the people in stimulating and preserving national solidarity, and

'Whereas, the languages of other countries bear the name of the countries where they are spoken, therefore

'Be it enacted by the state of Illinois represented in the general assembly; the official language of the state of Illinois shall be known hereafter as the American language.'

"The various preambles have confused us a bit. We have been wondering who the tory elements are that are clinging to the tradition of king and empire in this republic and what this has to do with the English language. As a matter of fact the term American language was first substituted for English by the Germans during the war, because of their hatred of all things English. We recall an occasion in Belgium just after the battle of Mons when we angered certain German privates by our language. "You are speaking English!" shouted the soldiers. "No, we are speaking American," we replied. "Very well," responded the Germans, willing to accept the distinction. . . . Nor do we agree that "the languages of other countries bear the names of the countries where they are spoken." There is Austria, where they speak German; Brazil,

where they speak Portuguese; Cuba, where they speak Spanish; Canada, where they speak English and French; Greenland, where they speak Danish; Ireland, where a few speak Gaelic; Belgium, where they speak Flemish, French and German; Luxemburg, where they speak French and German; Switzerland, where they speak French, Italian and German; India, where 80,000,000 people speak Hindi, 20,000,000 speak Sindhi, 44,000,000 speak Bengali and the rest Pali, Punjabi, etc.; Persia, where they speak Iranian. . . . But a little inaccuracy more or less doesn't matter. No doubt it will not offend the English people to have the sort of language that is spoken in the state assembly called American. Every assemblyman will now procure a copy of Mencken's 'The American Language' and begin to learn the new tongue."

## The Cost Keeping Methods of Printers

### Government Marks Limit of Practice

THE headquarters of the United Typothetæ of America has received an order from the Federal Trade Commission, warning it against proceeding to follow too far the co-operative use of shop facts and figures. The Commission's order specifically prohibits three things:

1st. The conducting of its educational system and cost accounting in such a way as to suggest that any uniform percentage be included as profit.

2nd. Requiring or receiving from members using the cost accounting system identified and itemized statements of production costs for the purpose of calculating average, normal or standard costs of production and from then publishing them to members and the trade generally as a standard guide or price list.

3rd. Compiling and publishing for the use of members figures of average or standard production costs, with suggestions for translation of such standard costs into selling prices under the name of "standard price list."

All of these suggestions indicate no opposition to the important educational work that the United Typothetæ has done, but reiterates what has come up in other cases, that such developments in shop practice should not lead to such a standardization of selling prices as would eliminate competition in the printing field, and thus bring about fixed prices throughout the country. Such standardization would inevitably tend toward setting prices that would cover the costs of the less efficient and gradually bring higher printing costs to all consumers.



## Big Pulp Purchase

WITH the discussion of pulp supply brought to the front by threatened embargo on pulp wood from Canada, there is special interest in the purchase by a San Francisco concern, Hutton, McNear & Daugherty, of the right to cut pulp wood on Thomas Bay, Alaska, in the Tongass National Forest. It is to be forested carefully, with seed trees left for reforestation, and all further developments in Alaska on national territory will be on this basis.

## Russian Copyright

DISPATCHES from Moscow under date of August 27th described an effort to legally re-establish copyright for authors in Russia, which was abolished in 1917. Commissar of Education, Lunarcharsky, has proposed to the Council of Commissars that they grant a personal and inheritable copyright covering literary, musical and theatrical productions, translations, films, photographs and technical plans. It is proposed to fix the guarantee for a period of ten years in each case with the exception of photographs, the copyright for which would be granted for only three years.

## Nebraska Authors' Week

THE last week in October, from the 22nd to the 29th has been decided upon for Nebraska Authors' Week and Governor Bryan has issued a proclamation, calling upon schools, libraries, pulpit, press and clubs to give emphasis to the work of the native writers. The plan was developed by Margaret Badollet Shotwell, book editor of the Omaha *Daily News*. The co-operation has already been promised of the Nebraska Federation of Women's Clubs and of the Superintendent of Public Instruction.

In connection with this movement, there has grown up the plan of presenting to the Omaha Public Library a portrait of Willa Sibert Cather, the State's most conspicuous author and winner of the Pulitzer award for 1922. This painting is to be done by Leon Bakst, and Miss Cather has been sitting to the artist in Paris.

The Nebraska Authors' Club has been organized, and six of the State's leading writers have accepted election to honorary presidency — Willa Sibert Cather, John C. Neihardt, Dorothy Canfield Fisher, William Jennings Bryan, Rose Cecile O'Neil and Harry Leon Wilson. The active president is George Shedd.

## The Modern Woman in Chicago

NEWS item from Chicago gives a story of one James Corry Ellington, a real estate agent (or perhaps realtor), against whom his wife has filed suit for divorce. It seems that Mr. Ellington considered his wife too "modern" a woman and issued the following injunction to her:

"Don't attend musical concerts.

Don't see or associate with intellectual men or women.

Don't sing or play the piano.

Don't spend money on books."

The same rules were to apply in bringing up the four-year old son. It is to be hoped that Mrs. Ellington wins her case.

## Trade Rates in England

JUDGING from the heated correspondence in the English book-trade papers, there has been an emphatic protest on the part of retailers against the discount of some publishers on pick-up orders. Many of them, it appears, are giving 16 2-3 per cent discount on any order except travelers' or stock orders. Other publishers are giving 25 per cent but none, apparently, more than that. The assertion of the retailers is that the expenses of bookselling in England run about 25 per cent, so that it is certain that they will lose money on books at one-sixth off and have little chance of covering cost on those of even the best rate.

## Books for France

23rd August, 1923.

To the Editor of PUBLISHERS' WEEKLY:

In answer to your question to the special needs of American books in European libraries, I may say that two classes of books are needed in Europe (1) those which should be translated into the leading European languages, and (2) those which cannot well be translated but are wanted by European scholars who desire to make their compatriots familiar with contemporary American thought and institutions.

In other words, the books most needed in Europe are those which represent American life most adequately; on the one hand, the best sellers, in so far as these are the most widely read books, and on the other hand, the worst sellers, in so far as the character of original records and the cost of their production stands in the way of wide distribution of many books which represent American scholarship and letters most adequately.

Very truly yours,

W. DAWSON JOHNSTON,  
Librarian of American Library in Paris.

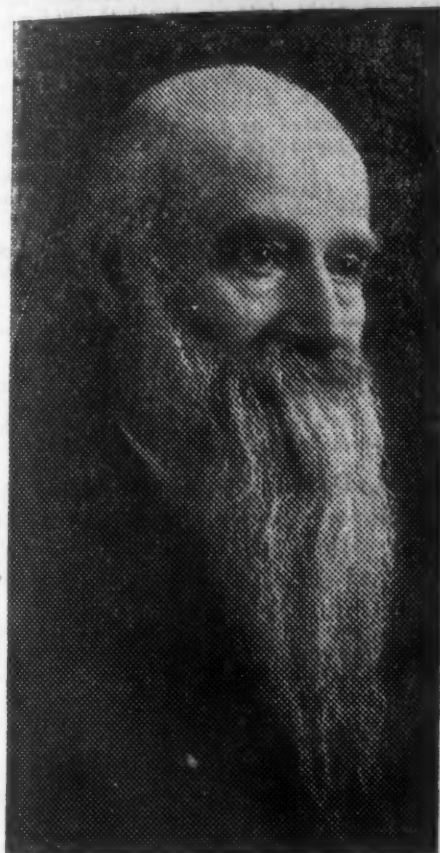


## Again in Print

D. Appleton & Co. For publication Sept. 28th.  
The Magnificent Adventure, by Emerson Hough.  
List Price \$2.00

## Seely Conover

AN APPRECIATION



SEELY CONOVER

THE book-trade has lost one of its most picturesque characters and a member of the profession who, for more than a generation, has been in its highest esteem. While Seely Conover was seldom absent from his home town yet he was widely known thru his contact with the members of the American Booksellers' Association at their annual conventions. From its very inception he was in yearly attendance with few exceptions, and at each he took an active part in the discussions. His plain talk, homely wisdom and genial wit in debate endeared him to all, and whenever he arose to speak he had an eager audience. He will be missed.

Seely Conover, who was born in 1841, was a teacher in his earlier years. When he settled in Amsterdam, N. Y., in 1879 he, with a partner, bought the bookstore of Marcus Gardiner, which became Conover & Kline, and soon afterwards it was Conover & Orr. Since 1885 it has been Seely Conover Co., a familiar name in the trade for nearly forty years. In the Civil War he with his brother enlisted in a unit that won fame as the "Iron

Hearted" Regiment and was severely wounded in the battle of Deep Run, in which engagement his brother was killed. In the political affairs of Amsterdam he was always active. He served with credit as supervisor during several terms, was an alderman and was twice elected Mayor of the city. He died in the fullness of years, a model citizen, high in the esteem of his neighbors and a well-beloved bookman in the hearts of all in the trade who knew him.

## Obituary Notes

### E. P. DUTTON, 92, DIES

As we go to press, word comes of the death of the veteran publisher, Mr. E. P. Dutton, on September 6th. A sketch of his life will appear in next week's issue.

### THOMAS BIRD MOSHER

THOMAS BIRD MOSHER, editor and publisher, producer of the famous "Mosher" books, died of arterio sclerosis at his home in Portland, Me., on August 31st. Born in Biddeford in 1852, he began publishing choice and limited editions of books in *belles lettres* in 1891. A few years later he started "The Bibelot," a dainty monthly periodical that reprinted items of prose and poetry from scarce editions and from sources not generally known. This venture had a strong appeal to book lovers and was continued from 1895 to 1915, representing when completed twenty-one volumes. His entire list for many years has been a featured stock in nearly all book shops of the better class. He is survived by his wife and two sons.

### JOSEPH MACLEAN

JOSEPH MACLEAN, one of the oldest booksellers in Philadelphia, died after a brief illness on August 26th. He served in the Civil War, and when discharged settled in Philadelphia. During his long connection with the local trade, he was highly esteemed by many friends among the booksellers and by many well known collectors.

## Information Wanted

THE PUBLISHERS' WEEKLY on behalf of inquiring subscribers desires information as to the present addresses of the following persons:

Charles Wolhkin, formerly of New York City.

Stephen G. Clow, formerly of the Broadway Publishing Company.

Mr. Miller of the Miller Printing Company, New York.

L. J. Luxemborg, a dealer in Autographs.

# The Weekly Record of New Publications

**T**HIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm); sq., obl., nar., designate square, oblong, narrow.

Titles beginning with an unimportant word are inverted to be listed under their subject when possible.

## Addington, Sarah

The great adventure of Mrs. Santa Claus. 108p. il. (col.) D c. Bost., Little, Brown

\$1.75

How Santa Claus fell and broke his leg and how when it looked as tho there wouldn't be any Christmas, plucky Mrs. Santa Claus drove the reindeer and distributed the toys herself and had a great adventure.

## Arden, Clive

Sinners in heaven. 352p. D [c. '23] Indianapolis, Ind., Bobbs-Merrill

\$2

The British prize novel; shows the sharp contrast between life in a country village with its narrowness, snobbishness and spite, and life in the wild places of the world where convention and tradition are unknown.

## Barbour, Ralph Henry

Nid and nod. 360p. front. D c. N. Y., Century

\$1.75

A story for boys and girls, which carries on the story of "The Turner Twins" in their career at Hillman's School, of Polly Deane, whose mother kept the tuck shop, etc.; how the young people fit up a small abandoned steamboat as a house for a little old lady, who thru force of circumstance is bereft of a house.

## Baring, Maurice

His majesty's embassy and other plays. 222p. D c. Bost., Little, Brown

\$2.50

## Benson, Bernard

Songs of kind and other verse. 70p. D [c. '23] Bost., Four Seas Co.

\$1.50

Arbutus, The Humming Bird, Walt Whitman's Tomb, Ole Bull's Castle, Winter Moonlight, The Voice of the Sea, etc.

Beverage (The) blue book, 1923. 324p. O '23

Chic., Ill., H. S. Rich & Co., 431 South Dearborn St.

apply

The standard directory buyers' guide and reference volume for the beverage industry; lists of manufacturers of carbonated beverages; names of bottlers in the Dominion of Canada; Federal tax regulations applying to the beverage industry, etc.

## Bisch, Louis E.

The conquest of self. 336p. O c. Garden City, N. Y., Doubleday, Page

\$2

"Ignorance, not money, is the root of evil and the cause of failure"; tells how to know yourself, to analyze your own personality and put it to the use which will bring the greatest reward.

## Bloomfield, Daniel, comp. and ed.

Problems in personal management; introd. by Meyer Bloomfield. 557p. (6p. bibl.) D (Modern executive's library) '23 N. Y., H. W. Wilson Co.

\$3.50

These facts will aid materially in directing the layman to a more thoro understanding of the causes of the instability of labor and the ways of overcoming this economic waste.

## Bower, Frederick Orpen

The ferns (filicales); treated comparatively with a view to their natural classification; v. 1; analytical examination of the criteria of comparison. 359p. front. il. Q '23 N. Y., Macmillan

\$10

## Bowker, Richard Rogers

Economic peace. 32p. D (Economic peace ser.) c. N. Y., Putnam

\$1

Being a brief statement of its basis in economic freedom.

## Brooks, Amy [Mrs. W. Rexter Loomis]

Dorothy Dainty's castle. 242p. il. D [c. '23] Bost., Lothrop, Lee & Shepard

\$1.25

How a stone stable, forced to the background by a new garage, is turned into a castle, drawbridge and all, and what fun it makes for Dorothy and her friends.

## Burroughs, Edgar Rice

The girl from Hollywood. 320p. D [c. '23] N. Y., Macaulay Co.

\$1.90

A story of the heart-aches and sacrifices a girl makes to win the life of luxury—the big money—if she does—at Hollywood.

## Busch, Bonnie Melbourne

His mortgaged wife. 223p. D [c. '23] Phil., Dorrance

\$1.75

"Her body mortgaged by the English husband, a lien on her soul by the American she loves, herself penniless, apex of a triangle of money, duty and desire, the woman reaches a unique solution."

## Aspley, John Cameron

Handling salesmen by letter. 39p. O [c. '23] Chic., Dartnell Corp., 1801 Leland Ave. pap. apply

## Brooks, Charles H.

Official history of the First African Baptist Church. 167p. il. c. Phil., Chas. H. Brooks apply







**Gibbons, Herbert Adams**

Europe since 1918. 622p. D c. N. Y., Century \$3

A fair statement of the effect of the Treaty of Versailles and the other treaties upon Europe, the reparations crisis, the Ruhr expedition, conditions in Russia and Italy, the failure of Greece to revive the Byzantine Empire, the Turkish Nationalist Movement, and the first years of the new countries in Europe since the war.

**Gilman, Isabel Ambler**

Alaska, the American Northland. 351p. il. D (Interamerican geog'l readers) '23 c. '22 Yonkers-on-Hudson, N. Y., World Book Co. \$1.40

Alaska's story told thru the adventures of a group of American boys and girls and their elders during a long journey from Seattle thru the heart of Alaska and back again.

**Harrison, Henry, and Hannington, Vaughn G.**

Infinitive and other moods by 1st author and 20 poems by 2nd author. 159p. D [c. '23] N. Y., Melomines Pubs., Inc. \$2  
Contains twelve tales of New York's East Side, etc.

**Haviland, Mary S.**

Modern physiology, hygiene and health primer. 205p. D (Lippincott's school text ser.) [c. '21] Phil., Lippincott \$1  
"The most wonderful house in the world"; the mechanics and hygiene of the body.

**Higginson, Ella**

Alaska, the great country; new ed. with new matter. 595p. il. map (col.) O '23 c. '17; '08 N. Y., Macmillan \$2.50

The story of the development of the country, the mining camps, the native people, with their strange customs and their beautiful basketry, the beauty and vastness and grandeur of our northernmost territory.

**Hildebrand, Arthur Sturges**

Blue water; with il. from photographs and drawings by author. 317p. il. map O [c. '23] N. Y., Harcourt, Brace \$3

A record of the cruise of the *Caltha*, a fifty-four-foot yawl, sailing from the banks of the Clyde to the Isles of Greece, taking a flying trip to Constantinople and returning to Marseilles.

**Holt, Lucius Hudson, and Chilton, Alexander Wheeler**

English analysis and exposition. 327p. D [c. '23] N. Y., Harper \$1.80

An outline of methods of study and practice which will increase the effectiveness of the students' writing; follows the outline of the course as given at the United States Military Academy.

**Humphrey, Zephine [Mrs. Wallace Weir Fahnestock]**

Mountain verities. 201p. D [c. '23] N. Y., Dutton \$2

A record of a first real housekeeping experience of one who, under the stimulus of after-war economics decided to do her own cooking and housework, and found that it was not only possible but enjoyable.

**Hunter, Walter Samuel**

General psychology; rev. ed. 383p. il. D c. '23; '19 Chic., Univ. of Chic. Press \$2

**Hutchinson, Horace G.**

The greatest story in the world. 239p. il. D '23 N. Y., Appleton \$1.75

The story-history of the mighty natives that lived and fought around the shores of the Mediterranean, Egypt, Crete, Babylon, the Jews, Greeks and Romans down to Rome at the dawn of the new era of Christianity and the beginning of the modern world.

**International Correspondence Schools**

Radio handbook. 531p. T c. Scranton, Pa., Internat'l Textbook Co. \$1

A handbook of reference for those interested in the radio art.

**Irwin, Wallace**

Lew Tyler's wives. 384p. D c. N. Y., Putnam \$2

A novel dealing with contemporary American life, how Lew Tyler, genial, pleasure-loving, a bit reckless, irresponsible and selfish, marries two women, their trials, joys and disappointments.

**Jackson, David P., M.D.**

The story of man and woman. 251p. D [c. '23] Phil., Dorrance \$2

A study of the sexual relationship in this life and the life to come: its physiology, psychology, morals and theology.

**Jenkins, Rolland**

The Mediterranean cruise; an up-to-date and concise handbook for travelers. 288p. front. (col.) il. maps O c. N. Y., Putnam \$3.50

**Kaye-Smith, Sheila**

The end of the house of Alard. 353p. D [c. '23] N. Y., Dutton \$2

Another novel by the young English author, a "powerful" study of the reactions for and against tradition in the land-poor English family of Alard, for pride in their broad lands has passed down from father to son, forming a binding demand that everything must be sacrificed to the estate.

**Gillett, Gen. Ransom H., Affirmative Holmes, Rev. John Haynes, Negative**

Repeal of the prohibition amendment. 47p. D (The reference shelf, v. 1, no. 11) '23 N. Y., H. W. Wilson Co. pap. apply

**Grover, Nathan C.**

Surface water supply of the U. S., 1919-1920; pt. 1; North Atlantic slope drainage basins. 339p. il. O (Dept. of Int.; U. S. Geol. Sur.; water supply paper 501) '23 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 30 c.

Surface water supply of the U. S., 1919-1920; pt. 10; the great basin. 354p. il. O (Dept. of Int.; U. S. Geol. Sur.; water supply paper 510) '23 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 30 c.

Surface water supply of the U. S., 1919-1920; pt. 12; North Pacific slope drainage basins; Pacific basins in Washington and upper Columbia River

basin. 262p. il. O (Dept. of Int.; U. S. Geol. Sur.; water supply paper 512) '23 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 25 c.

**Heikes, Victor C.**

Bismuth, selenium, and tellurium in 1922. no p. O (Dept. of Int.; U. S. Geol. Sur.) '23 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

How other people get ahead. 15p. D c. Wash., D. C., U. S. Gov't Savings System pap. apply

**Illinois. University**

The university: some basic facts and a conservative financial program. (Univ. of Ill. bull., v. 25, no. 25) '23 Urbana, Ill., Univ. of Ill. apply

Inheritance tax act of California; in effect Aug. 2, 1921, with digest of decisions and reprint of former acts, together with text of Federal Estate tax act and information in reference thereto. 175p. O '22 Sacramento, Cal., State Pr. Off. pap. apply





**North, Grace May**

Adele Doring at Vineyard Valley. 341p. front. (col.) D [c. '23] Bost., Lothrop, Lee & Shepard Co. \$1.75

For girls from fourteen to seventeen, how the unspoiled leader of the seven girls of the "Sunnyside Club" bravely meets adversity and adapts herself to new plans with her brother Jack.

**Old ships of New England.** 125p. il. (pt. col.) obl. O c. Bost., Chas. E. Lauriat Co., 385 Wash. St. \$5

A picture book of America's famous Merchant Marine, of ships that sailed from Salem, Newburyport, Marblehead and Portsmouth to China, around Cape Horn to San Francisco, to Rio Janeiro, to Buenos Ayres, to Australia, etc.

**Patri, Angelo**

Talks to mothers. 64p. il. D c. N. Y., Appleton 50 c.

Helps to the real understanding of the child that mothers need to keep before them in their problems.

**Pellett, Frank Chapman**

Productive bee-keeping; 3rd ed., rev. 316p. front. (col.) il. O (Lippincott's farm manuals) c. '23-'16 Phil., Lippincott \$2.50

Modern methods of production and marketing of honey.

**Price, George McCready**

The new geology. 726p. il. maps O [c. '23] Mountain View, Cal., Pacific Press Pub. Assn. \$3.50

A textbook for colleges, normal schools and training schools, and for the general reader.

**Racine, Samuel Frederic**

Elementary accounting. 277p. O (Accounting students' ser.) c. Seattle, Wash., Western Inst. of Accounting, etc. \$4

Journalizing; Trial Balance; Procedure and Financial Statement; Columnar Books of Original Entry, etc.

**Rhoades, Nina, i.e., Cornelia Harsen Rhoades**

Puzzling Pepita. 325p. front. D [c. '23] Bost., Lothrop, Lee & Shepard Co. \$1.50

For girls from ten to fourteen; how Pepita, who has been living with the family of her Spanish mother, who died when Pepita was four, comes to live with her father's family in Portsmouth, New Hampshire, and how her winning ways make her a great favorite.

**"Rita" [Mrs. Desmond Humphreys]**

The ungrown-ups. 382p. D ['23] N. Y., Putnam \$2

Letters of a young girl from adolescence to young womanhood.

**Peebles, Isaac Lockhart**

Conscience; its occurrence in the English and Greek Bibles, its meaning, kinds, offices, and when it is a safe guide. 24p. front. (por.) D c. '21 Nashville, Tenn., Pub. Ho. of the Methodist Episcopal Church pap. 10 c.

Unanswerable reasons for ending boards of health. 29p. front. (por.) D c. '22 Nashville, Tenn., Pub. Ho. of the Methodist Episcopal Church pap. 15 c.

**Racine, Samuel Frederic**

Annuity studies. 56p. O [c. '23] Seattle, Wash., Western Inst. of Accountancy apply

Regents' questions without answers in French (1st and 2nd year) covering the requirements of high schools and college entrance. 63p. D [c. '23] N. Y., Regents Pub. Co., Inc. apply

**Rubin, Victor**

Tar and feathers. 327p. D [c. '23] Phil. Dorrance

A novel which "boldly exposed the forces of intolerance and racial prejudice now rampant in America; out of the World War emerge four men who form the principal characters, the three friends—a Jew, a Catholic, a Protestant—and the Negro.

**Russell, Isaac K.**

Hidden heroes of the Rockies; in collaboration with Howard R. Driggs. 305p. il. maps D (Pioneer life ser.) c. Yonkers-on-Hudson, N. Y., World Book Co. \$1.35

A tale of the trail blazing thru our Southwest, the pre-pioneer era in the lands that lie between the Columbia and the Colorado.

**Sackville-West, Victoria Mary [Mrs. Harold Nicholson]**

Grey Wethers. 328p. D [c. '23] N. Y., Doran

The story of "Gipsy" Lovel and Clare Warren, the sense of struggle, the instinct to sacrifice, the thrill of beauty in their various dominion over human lives, against a background of Grey Wethers, those ancient, sacrificial stones of the Druids.

**Sandburg, Carl**

Rootabaga pigeons; il. and decorations by Maud and Miska Petersham. 227p. front. (col.) il. D [c. '23] N. Y., Harcourt, Brace & Co.

More stories for young folks of The Potato Face Blind Man and Blixie Bimber, besides a lot of new people and places.

**Sawyer, Ruth [Mrs. Albert Durand]**

The tale of the enchanted bunnies. 137p. il. (col.) O [c. '23] N. Y., Harper \$1.50

All the legends and folk-material on business from all the different countries in the world.

**Songs for little children;** bk. 1; poems from Robert Louis Stevenson; music by Marvin Radnor. 27p. music F c. N. Y., Marvin Radnor \$1.75

Foreign Children, The Swing, The Moon, My Shadow and I, My Shadow, Fairy Bread, etc.

**Steen, Herman**

Coöperative marketing; the Golden Rule in agriculture; with a foreword by Bernard M. Baruch. 382p. D (Am. Farm Bur. Fed'n Lib.) c. Garden City, N. Y., Doubleday, Page & Co.

To give better food at a cheaper price; to keep the market stable and well supplied; to insure a fairer portion of return to the farmer; how California became the most prosperous rural community in this country; how 60,000 Kentucky tobacco growers saved the market in 1921; how the farmers of British Columbia supply milk to Vancouver at a lower price than prevails in any large city in North America and make more profit themselves.

**Root, William Webster, ed.**

Catalogue of the Alpha Omega Alpha honorary fraternity, 1902-1922. 249p. O '23 Ithaca, N. Y., Cornell Pubs. Pr. Co. \$2; pap. \$1

**Rostovtsev, Mikhail Ivanovich**

Urban land economics. 145p. Q [c. '22] Ann Arbor, Mich., Edwards Bros. apply

**Schroeder, Henry**

History of electric light. 108p. il. O (Smithsonian misc. coll.; v. 76; no. 2) '23 Wash., D. C., Smithsonian Inst. pap. apply

**Sieenthal, C. E., and Stoll, A.**

Lead and zinc pigments and salts in 1922. no p. O (Dept. of Int.; U. S. Geol. Sur.) '23 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Lead in 1922; general report. no p. O (Dept. of Int.; U. S. Geol. Sur.) '23 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

stein, Gertrude  
Geography and plays. 419p. D [c. '23] Bost.,  
Four Seas Co. bds. \$3.50

Prose and verse in the ultra-modern style; Miss  
Harr and Miss Skeene, Mallorcan Stories, One (Van  
Hachten), Pink Melon Joy, Accents in Alsace, The  
Psychology of Nations; or, What Are You Looking  
for.

Stuart, George Rutledge  
What every Methodist should know. 102p.  
'22 c. '22 Nashville, Tenn., Lamar &  
Hartton 60 c.; pap. 35 c.

Organization: The Conference; Church Organiza-  
tion: Boards, Church Officers; The Methodist Min-  
istry: Financing the Church; Outstanding Doctrines  
of Methodism, Church Schools, etc.

Taylor, Norman  
Botany: the science of plant life. 384p.  
'23 N. Y., Harper \$3

What plants are, how to use them, how they live  
and produce their young, whence they came and where  
they are going and how their distribution over the  
earth affects the destiny of mankind.

Thorndike, Edward Lee, and others  
The psychology of algebra. 483p. D c.  
N. Y., Macmillan \$2.40

Todd, David  
Astronomy; the science of the heavenly  
bodies. 384p. D '22 N. Y., Harper \$3

Astronomy a Living Science; Pyramid, Tomb and  
Temple; Copernicus and the New Era; The Story of  
Astronomical Photography; Sun Spots and Promin-  
ences; The Canals of Mars; Meteors and Shooting  
Stars, etc.

Tuttle, Mrs. Margaretta Muhlenburg  
Feet of clay. 368p. front. D c. Bost., Little,  
Brown \$2

The story of Amy Loring, who thru love and suffer-  
ing and desperate need, is brought to comprehend the  
blessedness of the gospel of work, while her mother  
lives only for luxury and self; a contrast between  
material comfort and spiritual content.

Van Buren, E. Douglas  
Archaic fictile revetments in Sicily and

Simple card charging system for school, rural or  
small libraries, A; the 4th rev. ed. of Gaylord  
Bros. "Red Book." 16p. il. O c. Syracuse, N. Y.,  
Gaylord Bros., 155 Gifford St. pap. apply

Smith, Edmund Banks  
Governors Island, its military history under 3  
kings, 1637-1922. 5p. il. '23 N. Y., Valentine's  
Manual apply

Springer, Frank  
On the fossil Crinoid family Catillocrinidae. 41p.  
O (Smithsonian misc. coll.; v. 76, no. 3 '23  
Wash., D. C., Smithsonian Inst. pap. apply

State of Virginia  
A handbook of Virginia; 8th ed. 256p. il. map  
fold. O '23 Richmond, Va., [Author], Dept. of  
Agriculture and Immigration pap. apply

Stebbins, Charles Maurice  
Descriptive composition; oral and written. vari-  
ous p. D c. '22 Brooklyn, N. Y., Stebbins & Co.,  
27 Union St. pap. apply

Sullivan, Frederick William  
Diphenyl-beta-naphthylmethyl and the color of free  
radicals. A contribution to the chemistry of free  
radicals. 26p. il. diagrs. Easton, Pa., Eschenbach  
Tr. Co. apply

Magna Graecia. 188p. O '23 N. Y., Dutton \$8

Disclose a wealth of form and design, a mastery  
in obtaining effects thru simple, coloristic means,  
which constitute a notable achievement of the Hell-  
enic genius; also furnish valuable documentary evi-  
dence as to their makers.

Webster, Doris, and Webster, Samuel  
Uncle James' shoes. 284p. D c. N. Y.,  
Century \$1.75

A rollicking love story, one of whose co-authors is  
the brother of Jean Webster, creator of "Daddy-  
Long-Legs"; Uncle James, because of his bank ac-  
count, was the family god, but Billy went about  
making a fortune of his own without regard to Uncle  
James' shoes, altho Billy's romance was threatened  
by his uncle; the story is the contest between the  
family god and the family rebel.

Wentz, Abdel Ross, D.D.  
The Lutheran Church in American history;  
with an introd. by Henry Eyster Jacobs, D.D.  
355p. il. D [c. '23] Phil., United Lutheran  
Pubn. House \$2

From Colonial times to 1910, the National and  
International View.

Wharton, Mrs. Edith Newbold Jones  
A son at the front. 426p. D c. N. Y.,  
Scribner \$2

A story of the war and the interactions of char-  
acters under the stress of the greatest passions, the  
pictures of war-time Paris, the clash between chang-  
ing ideals and stubborn loyalties.

Wilson, E. N.  
The white Indian boy; rev. and ed. by  
Howard R. Driggs. 233p. il. D (Pioneer life  
ser.) '22 c. '19 Yonkers-on-Hudson, N. Y.,  
World Book Co. \$1.20

The story of Uncle Nick among the Shoshones.

Zorn, Anders Leonard  
The etchings of [author], with an introd.  
and critical notes by Ernest M. Lang. 108p.  
il. O c. N. Y., Empire State Bk. Co. bds. \$4

The work of the late famous Swedish artist, who  
has been called the Scandinavian Rubens and has been  
likened to Franz Hals.

Veazie, Walter Broad  
Empedocles' psychological doctrine in its original  
and in its traditional setting. 30p. (Archives of  
phil., ed. by T. J. E. Woodbridge, no. 14, Oct.,  
1922) '22 N. Y., Columbia Univ. Press apply

Wald, Dr Oscar  
General rules on health and rational suggestions  
on diet. no p. O [n. d.] N. Y., Popular Mail Lib.  
Service, 318 W. 20th St. pap. 50 c.

Walker, Perley F.  
Industrial development of Kansas. 55p. maps O  
['22] Topeka, Kan., State Pr. Plant apply

Wilcox, Anson Brazee  
The forty-niners and other rhymes. 100p. O [c.  
'22] Orange Bower, Cal., [Author] apply

Wildman, John R.  
Cost accounting in relation to business cycles.  
12p. O (Official pubs., v. 4, no. 21) '23 N. Y.,  
Nat'l Assn. of Cost Accountants, Bush Terminal  
Bldg. pap. 75 c.

Zimmerman, Ralph Waldo  
Plans for a model jail. 16p. il. O ['22] N. Y.,  
Russell Sage Found. apply



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 Greatest story in the world, The. Hutchinson, H. \$1.75 *Appleton*  
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 Leonardo da Vinci's note-books. \$3 *Empire State Bk. Co.*  
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 Life of Christ, as represented in art, The. Farrar, F. \$2.50 *Macmillan*  
 Lure of old Paris, The. Crichton, C. \$2 *Little*  
 Lutheran Church in American history, The. Wentz, A. \$2 *United Lutheran Pubn. House*  
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 Merchant marine, The. Chatterton, E. \$5 *Little*  
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 Nid and Nod. Barbour, R. \$1.75 *Century*  
 Old ships of New England. \$5 *Lauriat*  
 On type faces, Morison, S. \$7.50 *Medici*  
 Paleopathology. Moodie, R. \$7.50 *Univ. of Chicago*  
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 Robert E. Lee. Drinkwater, J. \$1.50 *Houghton*  
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 Romance of the Bourbon château. Champnev, E. \$3.50 *Putnam*  
 Romance of the feudal châteaux. Chamonev, E. \$3.50 *Putnam*  
 Romance of the Renaissance châteaux. Chamonev, E. \$3.50 *Putnam*  
 Rootabaga pigeons. Sandburg, C. \$2 *Harcourt*  
 Sinners in heaven. Arden, C. \$2 *Bobbs*  
 Solomon in all his glory. Lynd, Robert. \$2.50 *Putnam*  
 Son at the front, A. Wharton, E. \$2 *Scribner*

- Songs for little children. \$1.75  
*Marvin Radnor*  
 Songs of kind and other verse. Benson, B. \$1.50  
*Four Seas*  
 Story of man and woman, The. Jackson, D. \$2  
*Dorrance*  
 Story of Mrs. Tubbs, The. Lofting, H. \$1.75  
*Stokes*  
 Story of naughty Kildeen, The. Marie, Queen  
 of Roumania. \$7.50  
*Harcourt*  
 Tale of the enchanted bunnies, The. Sawyer, R. \$1.50  
*Harper*  
 Talks to mothers. Patri, A. 50c. *Appleton*  
 Tar and feathers. Rubin, V. \$2  
*Dorrance*  
 Terse verse and worse. Libby, P. \$1  
*Dorrance*
- Tetherstones. Dell, Ethel M. \$2 *Putnam*  
 Turkey, the great powers and the Bagdad railway. Earle, E. \$2.25 *Macmillan*  
 Uncle James' shoes. Webster, D. and S. \$1.75  
*Century*  
 Ungrown-ups, The. Rita. \$2 *Putnam*  
 What every Methodist should know. Stuart, G. 60c. and 35c. *Lamar & Barton*  
 White Indian boy, The. Wilson, E. \$1.20  
*World Bk. Co.*  
 Women of the Bible. Lundholm, A. \$1.50  
*Augustana Bk. Concern*  
 Zarah the cruel. Conquest, J. \$1.90  
*Macaulay*

## Rare Books, Autographs and Prints

THE first sale of the season at the Walpole Galleries will be held on September 11, when books on printing, portraits for extra illustration, Americana, American first editions, and works on bibliography will be sold.

The Art Centre's winter program will start in October with the third annual exhibition with work from all seven societies, the American Institute of Graphic Arts, Pictorial Photographers of America, Art Alliance of America, New York Society of Craftsmen, Society of Illustrators, Art Director's Club and the Stowaways.

There has been found in London a new page of the famous "Livre d'Henres," illuminated by Jean Fouquet, of which the greater part, forty pages, is at Chantilly, in the collection of the Duc d'Aumale. Other pages of the book are scattered here and there. One is in the British Museum, another in the Bibliothèque Nationale, and a third in the Louvre.

"Essays in European and Oriental Literature," by Lafcadio Hearn, to be published this month by Dodd, Mead & Company, is a selection of editorials written when Hearn was on the staff of the New Orleans *Times-Democrat* between 1882 and 1887. This is their first appearance in book form. There are essays on Pierre Loti, Guy de Maupassant, Flaubert, Zola, and other French writers, and others on Buddhism, Hindu and Japanese literature.

The Stowaways are now holding an important exhibition of decorative title pages from early books, fifteenth and sixteenth centuries, the collection of Burton Emmett. There are woodcuts, several Holbeins, one a duplicate

of a print that hangs in the British Museum. The quality and texture of the ink and paper are exceedingly beautiful. The skillful use of red, the masterly combining of lettering and border design with a small motif or little picture makes each page a lesson in composition.

A Shakespeare Fellowship under the presidency of Sir George Greenwood, has been recently founded in London. Its objects are to unite in one brotherhood all lovers of Shakespeare who are dissatisfied with Stratfordian orthodoxy, and who desire to see the principles of scientific historical criticism applied to the problem of Shakespearean authorship; to encourage and to organize research likely to throw light upon the subject, and to form the nucleus of a Shakespeare reference library. Membership is open to all who sympathize with the objects of the Fellowship. The annual dues for Americans are five shillings. Inquiries and application for membership should be addressed to Col. B. R. Ward, 28 Fitz George Avenue, London, W. 14.

Among the special limited editions to be printed this fall by Houghton Mifflin Company is Thomas Anburey's "Travels Through the Interior Parts of America," in two volumes, large crown octavo, limited to 525 copies for sale. Anburey was a lieutenant in Burgoyne's army, and this book consists of letters he wrote to a friend in England while in Canada and the Colonies. After the surrender of Burgoyne, he was taken to Cambridge and thence to Rutland, Mass., to Charlottesville, Va., to Lancaster, Pa., to East Windham, Conn. Hartford and New York. His letters give interesting details of the personal observations and incidents of the winter's travels at this important period.



The new and handsome edition of the complete works of Ernest Renan issued by Amis d'Edouard in Paris contains for the first time in print a modest little work entitled "Valentine de Milan, Christine de Suede, Deux Enigmes Historiques," Renan's earliest work with a very interesting history. While still a student, Renan wrote these two sketches, which his sister, Henriette Renan, then making her living as a governess, sent to a friend who was editing a "Journal des Jeunes Personnes" in Paris. The articles went astray in the mail and never reached their destination. The editor requested that Renan send her another copy, and he rewrote them. The manuscript is in his own handwriting, and with the editorial corrections of Mlle. Tremadeure, who made numerous changes in the original draft. This manuscript was discovered in the Bibliothèque Nationale by Robert Doré. With the assistance of Jean Psichari, he has applied an introduction for this new edition of Renan's works.

Comparatively little is known in this country about the libraries and collections in South America and yet some of them, it is said, are rich in rarities, especially early Americana. Among those that are better known is the Library of Rio Janeiro. It contains about 200,000 volumes and many rare and precious manuscripts and collections of letters. Especially valuable are the works on Spanish and Brazilian history. Notable among the early printed books are two volumes of the Latin Bible, two folios printed in 1462 in Mainz by Fust & Schoffer, the first edition of the Bible to bear an authentic date. Among other treasures are a "Don Quixote," issued in Madrid and executed by Pellicier; a Spanish Bible, known as "the Bible of the Jews," dating from 1553; a collection of the works of Camoens, including a first edition of the "Lusiad," in excellent condition; and a Latin Bible, dating from 1300, written in a microscopic hand on parchment. The chief collection of the library is said to be letters and documents written by Jesuits of the first mission established in Brazil to the head of the order in Lisbon.

The death of Thomas B. Mosher, which occurred in Portland, Me., the evening of August 31st, will be deeply regretted by many book lovers not only in this country but abroad as well. Mr. Mosher was born in Biddeford, Me., September 11, 1852. He was educated in the public schools of his native town and in Boston. He received an honorary degree from Bowdoin College in 1906. Soon after his marriage to Anna M. Littlefield of Saco,

Me., in 1892, he began publishing choice little limited editions of books that immediately gave him a reputation on both sides of the Atlantic. These included "The Old World Series," "The Brocade Series," "The Reprints of Privately Illustrated Books," "The Quarto Series," "The Golden Text Series," "The Lyric Garland," "The Vest Pocket Series," and "The Venetian Series." Among the most noted reprints were those of "The Germ," Swinburne's "Poems and Ballads," Rossetti's "Poetical Work," and the first facsimile edition of the Fitzgerald translation of the "Rubáiyát of Omar Khayyám." These books were all printed from hand set type on hand-made paper, edited with the most scholarly care, and in dainty formats that made a strong appeal to book lovers. Mr. Mosher was a member of the Bibliographical Society of London, the Grolier Club of this city, the Authors' Club, and Omar Khayyám Club of Boston. He is survived by his wife and two sons, Harrison Hume Mosher and Thomas Bird Mosher, Jr.

Charles F. Heartman, it now appears, will open the auction season of 1923-1924 with a sale of Americana at Metuchen, N. J., September 8. This sale, including consignments from various owners, contains many rare books, pamphlets, broadsides and autograph letters. The rarer items include Allen and Fay's "Concise Refutation," Hartford, 1780; thirteen rare Revolutionary tracts, among them Thomas Paine's "Dialogue Between the Ghost of General Montgomery Just Arrived from the Elysian Fields, etc., 1776; John Bartram's "Observations," 1751; Charles Beatty's "Journal," 1768; two rare tracts relating to the Connecticut land claim, 1774 and 1804; Drayton's "View of South Carolina," 1802; two rare Hugh Gaine imprints, 1755; two rare Franklin imprints, 1739 and 1744; twelve French and Indian War tracts; Heywood's "Tennessee," 1823; and a New England Primer of 1789. The autographs include a portion of the Schuyler correspondence and a series of eighty-three letters written by N. P. Willis. A second alphabet includes about fifty pamphlets relating to Canada, many of which are unrecorded and have not previously appeared at auction.

F. M. H.

## Auction Calendar

**Tuesday afternoon, September 11, at 2 o'clock.** Books and portraits, books on printing, genealogy of Connecticut, Virginia, Maryland, New York, etc. (No. 293; Items 357.) The Walpole Galleries, 12 West 48th St., New York City.

Issued Every Saturday

**The Publishers' Weekly**

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THE AMERICAN BOOK TRADE JOURNAL

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Half page .....	\$30.00
Quarter page .....	15.00
Eighth page .....	7.50
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## The Weekly Book Exchange

### Books Wanted and For Sale

Under these headings subscribers are charged 15c line (no charge for address); non-subscribers 20c line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

## BOOKS WANTED

Wm. Abbott, Tarrytown, N. Y.

Mag. of History, Jan. 1913 and '14, \$1 each.

Adairs Bookstore, 1715 Champa, Denver, Col.  
Pinoza's Complete Works.McLove Book Shop, 936 Broadway, San Diego, Cal.  
Bastings, Great Texts of the Bible.

Wm. Bap. Pub. Soc., 1107 McGee St., Kansas City, Mo.

Hermitage's History of the Baptist.

Benedict's History of the Baptist.

Smith's 4-vol. Bible Dictionary.

Minutes of the Philadelphia Baptist Association for 100 years, 1707 to 1807.

Life of the Rev. John Wesley, by Rev. Chas. Whitehead.

Demonism Verified and Analyzed, H. W. White.

Americus Book Co., Americus, Ga.

S. No. Carolina Constitutional Convention.

John D. Anderson, Essex Bldg., Newark, N. J.

The Gettysburg Speech, Carmichael.

Note cash price on any other Lincoln Books in your stock.

H. Baer, Chamber of Commerce, Cleveland, O.

Walton and Cotton, Complete Angler:

24, Maunday; 1834, Edinburgh, Frazer and Co.;

1834, Allan Bell and Co.

34, Simpkins and Marshall.

41, I. J. Chidley; (1841) I. J. Chidley, 32mo.

48, John Wiley; 1848, Thos. Johnson.

52, John Wiley, 1859, Der Vollkommene Angler, Hamberg.

61, Bohn; 1865, Bell and Daldy.

66, Ticknor and Fields; 1866, John Wiley.

79, Fishing Gazette, vol. 3, no. 93-140; 1879, G. Bell and Sons.

83-4, Angler's Journal, 6 parts.

Scott, Little Women, Boston, 1868.

Locum, Sailing Alone Around the World, 1899.

Melville, Typee, 1846; Omoo, 1847.

Book of Mormon, Palmyra, 1830.

Pinner, Narrative of Captivity, 1830.

Paine's 1st eds. of American Authors.

## F. H. Baer—Continued

Aldrich, Story of a Bad Boy, 1870; Pere Antoine's Date Palm, 1866.

Byrne, Don Messer Marco Polo, 1921.

Dr. Dolittle, Story of, 1920; Voyages of, 1922.

Auction Prices of Books, 4 vols., D., M. &amp; Co., 1905.

First English trans. of Maupassant, Sue, Hugo, Dumas, Bashkirtseff, Gaboriau, Daudet.

Wm. M. Bains, 1213 Market St., Philadelphia.

A. R. Dugmore, Romance of Beaver, pub. Lippincott.

G. A. Baker &amp; Co., 144 E. 59th St., New York.

Mills, Wild Life on the Rockies, 1909, 1st ed.

Mills, Spell of the Rockies, 1911, 1st ed.

Mills, The Beaver World, 1913, 1st ed.

Mills, Story of a 1000-Year Pine, 1914, 1st ed.

Mills, Rocky Mt. Wonderland, 1915, 1st ed.

Mills, The Story of Scotch, 1916, 1st ed.

Mills, Your National Parks, 1917, 1st ed.

Mills, The Grizzly, 1918, 1st ed.

Mills, Being Good to Bears, 1919, 1st ed.

Mills, Adventures of a Nature Guide, 1919, 1st ed.

Mills, Waiting in the Wilderness, 1921, 1st ed.

Mills, Watched by Wild Animals, 1922, 1st ed.

Mills, Wild Animal Homesteads, 1923, 1st ed.

Sharp, Wild Life Near Home, 1901, 1st ed.

Sharp, A Watcher in the Woods, 1903, 1st ed.

Sharp, Roof and Meadow, 1904, 1st ed.

Sharp, The Lay of the Land, 1908, 1st ed.

Sharp, The Face of the Fields, 1911, 1st ed.

Sharp, Nature Series, 1911, 1st ed.

Sharp, Where Rolls the Oregon, 1914, 1st ed.

Sharp, Year Out of Doors, 1916, 1st ed.

Sharp, Hills of Hingham, 1916, 1st ed.

Sharp, Ways of the Woods, 1919, 1st ed.

Sharp, The Seer of Slabsides, 1921, 1st ed.

Mariner's Sketches, N. Ames, Providence, 1830.

N. J. Bartlett &amp; Co., 37 Cornhill, Boston, Mass.

Ames on Forgery, D. T. Ames, Ames Rollinson,

1900.

Disputed Handwriting and the Determination of

Genuine from Forged Signatures, Banks, 1894.

Batterton's Bk. Store, 939 6th St., San Diego, Cal.

Bolton, Spanish Exploration in the Southwest, 1542.

1706.

Beacon Book Shop, 26 W. 47th St., New York.

Fuller, Henry Blake, Bertram Cope's Year.



## BOOKS WANTED—Continued

**Beecher, Kymer & Patterson, Kalamazoo, Mich.**  
 Hamlin, Leisure Hours Among the Gems.  
 Bauer, Precious Stones.  
 Farrington, Gems and Gem Minerals.  
 Brams, Mineral Kingdom.  
 Dana, System of Mineralogy.  
 Miers, Mineralogy.  
 Old Works on Shorthand.  
 Matlock, Golf for Beginners.

**C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York.**  
 General Telegraph A B C 5th Improved.  
 Peterson Banking, Samper's Code.  
 Western Union, Lieber's 5-Letter Codes.  
 Any American-Foreign Language Code.

**Arthur F. Bird, 22, Bedford St., Strand, London, W.C.2, Eng.**  
 Hedge, Hours with German Classics, L. Brown, 1902.

**L. R. Bonham, 1443 Detroit St., Hollywood, Cal.**  
 Sadakichi Hartmann's books: Schopenhauer in the Air, 1899 or 1908; Conversations with Walt Whitman, 1895; My Rubaiyat, poem, any ed.; Christ, drama, 1893; Buddha, drama, 1897; Composition in Portraiture, 1908; History of American Art, 2 vols.

**Book Shelf, 112 Garfield Pl., W., Cincinnati, O.**  
 India, Pierre Loti.

**The Book Shop, 219 N. 2nd St., Harrisburg, Pa.**  
 Abide in Christ, Murray.  
 Dark Hollow, Green.  
 Comstock Genealogy, C. B. Comstock.

**Booke Shop, 4 Market Sq., Providence, R. I.**  
 Toynbee, A. J., Tragedy of Greece.  
 Coomaraswamy, Dance of Siva.  
 Bailey, Standard Cyclopedia of Horticulture, good condition.  
 Robert Ingersoll, Complete Works.

**Book World, 115 N. 10th St., St. Louis, Mo.**  
 The Great Canal at Suez, Percy Fitzgerald, 2 vols., pub. by Tinsley Bros., London, 1876.  
 American Patrician, Alfred Henry Lewis.  
 Wives of the Prophet, Opie Read.  
 American Trout Stream Insects, Rhead.  
 The Decameron, any eds., cloth.

**The Bookery, Inc., 14 W. 47th St., New York.**  
 R. M. Bache, Vulgarians and Other Errors.  
 Claxton, Remsen Haffelfinger, 1868.

**Chas. L. Bowman, 118 E. 25th St., New York.**  
 Biggers, Love Insurance.

**Brentano's, Fifth Ave. & 27th St., New York.**  
 James Hurd, R. O. Prowse.  
 Natural System of Elocution and Oratory, Thomas Hyde.  
 Studies of Children, Prof. F. Sully.  
 The Husband's Story, 3 copies.  
 The Fashionable Adventures of Josiah Craig.  
 The Architecture of Humanism.  
 The Man Who Lost Himself, Stacpoole.  
 Exercises in Design, Eliza G. Branch.  
 Fairy Tales of the Countess D'Arbney, Routledge.  
 Letters to Grand Duke of Saxe Coburg on Theory of Probabilities; Treatise on Men and Div. of His Faculties, Quetelet.  
 Fifty-two Sunday Dinners, Eliz. O'Hill.  
 Mating of the Blades, Abdulah.  
 History of Printing, Isarah Thomas.  
 Man Made World, C. P. Gilman.  
 Bandanna Ballads, Howard Weeden.  
 Mohun, J. E. Cook.  
 An Unknown Heroine, L. E. Crittenden.  
 Study of Organ Inferiority and Its Physical Compensation, Alfred Adler.  
 The Scarlet Empire.  
 The Lost Continent.  
 The Buffalo Trail.  
 Quest of the Golden Girl, Richard LeGallienne.  
 Richard Yea and Nay, Maurice Hewlett.  
 The First Men in the Moon, H. G. Wells.

## Brentano's, N. Y.—Continued

Under the Stable Floor; Goostie, McHyde.  
 Jack's Hymn, A. E. Loomis.  
 Double Story, Geo. MacDonald.  
 Battering the Boche, 10, Preston Gibson.  
 Basque Legends, Wentworth.  
 Maurice de Guerin Journal, English.  
 Diary of a Pilgrimage, Jerome K. Jerome.  
 The Girl Proposition, Geo. Ade.  
 The Primitive Mind Cure, W. F. Evans.  
 George Sand and Her Lovers.  
 Rembrandt His Life, Work and His Time, Michaels.  
 Riddle of the Sands, Erskins Childer.  
 Life of Mary Hardy.  
 History of Higher Education in America, Thwing.  
 Camilla, Burney.  
 The Green Domino, Anthony Dyelington.  
 Miss Bouverie, Mrs. Molesworth.  
 Home Rule for Scotland, J. M. Davidson.  
 Bill of Divorcement, Dane.  
 Natures Finer Forces, Rama Prasad.  
 A Guide to the Wild Flowers, Alice Lounsberry.  
 National Floodmarks, Mark Sullivan.  
 Off on a Comet, Jules Verne.  
 Sally Ann's Experience; To Love and to Cherish; Clover and Blue Grass, Eliza Calvert Hall.  
 Sam Houston in Makers of Amer. History Series.  
 Riddle of the Sands, Childers.  
 The Doctor of the Juliet.  
 Pirate Island, Collingwood.  
 Quest of the Historical Jesus, trans. by Wm. Montgomery.  
 Love and the Woman of Tomorrow, A. Hensley.

All replies to below list to be directed to Dept. 53.

Abbot, W. J., Pictorial History of the World War; Nations at War (1917 ed.)  
 Addam, Jane, World's Food and World's Politics.  
 Baker, R., Menace of Bolshevism.  
 Balch, T. W., Question of Alsace-Lorraine.  
 Bell, H., British Women in the War.  
 Boyd, W., With a Field Ambulance in Ypres.  
 Brown, Cyril, Germany as it is Today.  
 Chambers, United States Submarine Chasers.  
 Cockran, A Plea for Peace.  
 Dickinson, The Kaiser.  
 Doyle, The German War.  
 Droste, German Golgotha, 1917.  
 Flowers, Japanese Conquest of American Opinion.  
 Fowlkes, J. M., War, the Reason and the Remedy.  
 Fox, Behind the Scenes in Warring Germany.  
 Franklin, The Cost of Living.  
 Garstin, Friendly Russia.  
 Gates, The Four Governments of Mexico.  
 Herron, Peace of Paris and Youth of Europe.  
 Kindersley, Our Hope.  
 Levine, In Communist Russia.  
 Lauck, W., Cost of Living and the War.  
 Loomis, W. R., Key to Hundreds of Important Facts in Connection with Nations involved in Transatlantic War.  
 Lozovsky, A., Trade Unions in Soviet Russia, Independent Labor Party.  
 McGratt, War Diary of the 354th Infantry.  
 MacMunn, G. F., India and the War, 1915.  
 Mahon, J. C., United States and World Peace.  
 Major, Wm. Wallace, The Greatest of America's Battles.  
 Mason, G., Europe in the Melting Pot.  
 Mathews, B. J., The Liberator of Mesopotamia.  
 Mattern, J., Alleged German Atrocities; Cram's Germany and England.  
 Mayes, Arms and Agriculture; War Time Farming in Missouri.  
 Merrill, W., College Man in Khaki.  
 New International Year Book, 1914, 1915, 1920.  
 Phillipson, C., Philosophy and the War.  
 Pictorial History of the Negro in the Great World War.  
 Price, Phillips, Origin and Growth of the Russian Soviets.  
 Raleigh, W., Some Gains of the War.  
 Randall, R. O., A Photographic History of Why America Won the War.  
 Roberts, Geo. E., A Creditor Country.  
 Scherer, J. A. B., Japanese Crisis.  
 Schevill, F., Germany and the Peace of Europe.  
 Schultze, Gaevernity, How England looks to Germany.  
 Serbold, Louis, Japan, Her Plans and Purpose.  
 Short Outline of the History of the Far Eastern Republic.

BOOKS WANTED—Continued

Brentano's, N. Y.—Continued

chumaker, E. E., The World Crisis and the Way to Peace.  
 Smith, Munro, Root of the German Evil.  
 wing, R. E., How Germany was Forced into the War.  
 aggart, G., A Yankee Major Invades Belgium.  
 takenob, Y., Japan Year Book, 1919-1920.  
 Thornton, W. M., The Relation of the Colleges and Universities of the South to the National Crisis.  
 Towne, C. H., The Balfour Visit.  
 nyan, K., Years of the Shadow.  
 arner, R., Truth About the American Legion.  
 Woodhouse, H., Aircraft of all Nations.  
 Analysis of Diplomatic Papers issued by the Austro-Hungarian, Belgian, English, French, German, and Russian Governments.  
 Andrassy, Whose Sin is the World War.  
 Antrim, Where the Marines Fought in France.  
 Arnoux, A., The European War.  
 ehrend, Nine Days.  
 Book of the Prophet Wundro.  
 Brucken, Tale of the Wicked King.  
 Burgess, J. W., America's Relation to the Great War.  
 Complete History of the Colored Soldiers in the World War.  
 Dillon, E. J., Scrap of Paper.  
 Droste, Documents on the War of the Nations From Neutral and Anti German Sources.  
 Frost, S., Germany's New War Against America.  
 uehr, Neutrality of Belgium.  
 George, Davis L., Through Terror to Triumph.  
 Gladden, The Great War, Six Sermons.  
 Grahame, White, Aircraft in the Great War.  
 Hale, W. B., American Rights and British Pretensions on the Sea.  
 Hanson, Why? The Causes of the War.  
 Johnson, Ross, War in Europe.  
 Kent, Acceptance of Foreign Finance.  
 Knoepfel, C. E., Importance of the Human Factor in Industrial Preparedness.  
 Kuhnemann, Deutschland, America under Krieg.  
 Lincoln, Revelations of an International Spy.  
 Linebarger, Our Chinese Chances through Europe's War.  
 Lynk, M. V., Negro Pictorial Review of the Great World War.  
 McCann, The War Horror, Its Lesson to America.  
 Von Mack, Germany's Point of View; Official Diplomatic Documents Relating to the Outbreak of the European.  
 Moran, J. W. W., Illustrations from the Great War.  
 Nicholson, Soterios, War or a United States.  
 Rohrbach, Germany's Isolation.  
 Rowley, Louis E., How America Might Have Saved the World.  
 Royce, Josiah, Hope of a Great Community.  
 Schoonmaker, World Storm and Beyond.  
 Schurmann, War as Seen through German Eyes.  
 Stevens, Ch. M., The True Story of the Great European War.  
 Stimson, H. C., Why the War Rages.  
 Stroppa, Quaglia, The European War.  
 Swanson, W. W., Financial Power of the Empire.  
 Truth About Germany, Facts About the War.  
 Van Der Essen, A Statement About the Destruction of Louvain and Neighbourhood.  
 Vanderlip, F. A., Need for a United Nation.  
 War in Europe.  
 Why England, Germany and Russia Went to War.  
 Williams, L. F. R., India in 1919.  
 Spargo, John, Memorandum on Trade With Soviet Russia.  
 Buckley, E., England Responsible for the European War.  
 Addresses Delivered at the Horror on the Rhine Meeting.  
 Bacon, C. R., A People Awakened.  
 Cuniberti, Italy's Problems and Achievements.  
 Davis, Sweeping the North Sea Mine Barrage.  
 Delsarte, Negro, Democracy and the War.  
 Fighting Americas Fight, 1919.  
 Fontaine, L., A Plea for Peace.  
 Howard Smith, Earl Kitchener and the Great War.  
 Japanese Intervention in the Russian Far East.  
 Kimber, A. C., Story of the First Flag.  
 Ling, Pinz, Public Schools and the War.  
 Simmons, Wm. Joseph, The Ku Klux Klan.

Brentano's, N. Y.—Continued

American Legion's Answer to the Horror on The Rhine Meeting.  
 Hurley, Merchant Shipping in War Time and After.  
 James, E. J., College Man in the War.  
 Kaiser in His Own Words.  
 Lewinsohn, S. A., First Horror of the War.  
 Machen, W. H., America's Vision.  
 Mallabar, W. L., Medical History of the Great War.  
 Millard, T. F. F., Great War in the Far East.  
 Pettigrew, R. H., Triumphant Plutocracy.  
 Post, L. F., Financing the War.  
 German Atrocities and the Neutrality of the Pope.  
 Ringrose, H., Why is America Neutral.  
 Roads to Peace; a Handbook to the Washington Conference.  
 Robins, War Shadows.  
 Schinderhaus, Truth in the World War.  
 Schrader, F. F., Handbook; Political, Statistical and Sociological for German Americans.  
 Seeger, C. L., The Ballad of Hattonchatel.  
 Tanner, J., Worker's Impressions of Russia.  
 Urban, Frank, Mugging the Kaiser and His Pals.  
 Adams, J., Great Sacrifice.  
 Behnke, Sailing of a Refugee Ship.  
 Cronau, British Black Book.  
 Cronau, German Achievements in America.  
 Funk, H. D., Aspects of European Diplomacy Since 1879.  
 Gratacap, Europe's Handicap.  
 Johnson, J. W., Reason for War.  
 Nearing, Scott, Germs of War.  
 Schieman, T., Slander.  
 Schnittikind, Shambles.  
 Smith, E. G., My Americanism.

Brick Row Book Shop, 19 E. 47th St., New York.

A. J. Davis, Views of Boston, 1827.  
 Richard Mansfield, Courage.  
 T. G. Fessenden, New American Gardner, 1828.  
 Heraldic Journal, Armorial Bearings, etc., of American Families, Boston, 1865-1868, 4 vols.  
 F. W. Bayley, Little Known Early American Portrait Painters, Boston, 1915-1917, 3 vols.  
 Bibliographical Checklist of Plays, etc., of William Dunlap, 1766-1839.  
 M. H. Northend, Wall Papers from New England Homes.  
 Chevalier Quesnay de Beaurepaire, Memoirs.  
 F. C. Quinby, Equestrian Monuments of the World, N. Y., 1913.  
 C. M. Kurtz, The World's Columbian Exposition, Phila., 1893.  
 H. E. Jackson, Benjamin West, His Life and Work, Phila., 1900.  
 Hollis French, List of Early American Silver-smiths and Marks, N. Y., 1917.  
 L. M. Bryant, What Pictures to See in America, N. Y., 1915.  
 A. J. Davis & I. Town, American Architect, vol. 1.  
 R. H. Thornton, American Glossary, 2 vols.  
 Robert Fulton, Torpedo War and Submarine Explosions, extra no. 35 of Magazine of History.  
 M. Lefever, Modern Builder's Guide, 1833.

Bridgman's Bk. Shop, 108 Main St., Northampton, Mass.

Beers, Atlas of Hampshire County, Mass.

Morris H. Briggs, 5113 Kimbark Ave., Chicago, Ill.

Wanted at all times quotations on books, pamphlets, broadsides, souvenirs, posters, etc.; in any language, by or relating to Roosevelt, Lincoln and Woodrow Wilson. Especially wanted; material, speeches, etc., relating to the political campaigns of 1860, 1864, 1900, 1904, 1908, 1912, 1916, the Peace Treaty of Versailles and the League of Nations, the Panama Canal and our relations with Colombia.

Burrows Bros. 633 Euclid Ave., Cleveland, O.

Pagan Poems, F. Giddings.  
 Chesterfield's Letters to His Son, 2 vols.

W. A. Butterfield, 59 Bromfield St., Boston.

Small End of Great Problems; Sermons of Courage and Cheer; Home Pages, Herford.

John Byrne & Co., 715 14th St. N.W., Wash., D. C.

Bentham's Book of Fallacies.  
 Taft, Sherman Anti-Trust Law.



## BOOKS WANTED—Continued

C. N. Caspar Co., 454 E. Water, Milwaukee, Wis.  
Hodge, Handbook of American Indians, 2 vols.  
Robert, Famous Chemists.  
Tully, Bird of Paradise.  
Blades, Books in Chains.  
Dodge, Our Wild Indians.  
Donnelly, What Word Saw.  
Pieper, Kleiner Katechismus Luthers, vols. 1 and 3.  
Buchanan, Manual of Psychometry; Anthropology;  
Therapeutic Sarcognomy; Moral Education.

Centaur Bk. Shop, 1224 Chancellor St., Philadelphia.  
Henry James, A Portrait of a Lady, Houghton  
Mifflin, 1880, 1 vol.  
Flaming Youth, 1st ed.  
Joseph Hergesheimer, Wild Oranges, Limited ed;  
The Three Black Pennys, Limited ed.  
Stephen Crane, 1st eds.  
James Branch Cabell, Cords of Vanity, N. Y., 1909.  
Maggie, A Girl of the Streets, Johnston Smith.

Geo. M. Chandler, 75 E. Van Buren St., Chicago.  
Albert, History of Westmoreland Co., Pa.  
American Turf Register and Sporting Magazine.  
vols. 9 to 15, inc.  
Beckwith, Creoles of St. Louis.  
Bierce, Monk and Hangman's Daughter, 1st ed.  
Blunt, Esther, Small and Maynard.  
Brackett, Genl. Lane in Mexico, 1854.  
Bragdon, The Beautiful Necessity, Rochester, N. Y.,  
1910, Manas Press.  
Carver's Travels, 3rd ed., 1781.  
Cook, Authorized revision of the Bible, Putnams.  
Coles, Lewis & Clark, 4 vols.  
Cressy, Discoveries and Inventions of 19th Century.  
Gregg, Commerce of the Prairies, 2 vols.  
Hough, Way to the West.  
Learned, The President's Cabinet.  
Murray, Four Stages of Greek Religion.  
Locke, R. L., Variation, Heredity and Evolution.  
Ramsay, History of South Carolina, 2 vols.  
Remington, Way of An Indian.  
Shamel, Mining, Mineral and Geologic Laws.  
Traubel, With Walt Whitman in Camden, 3 vols.  
Whitman, Leaves of Grass, 1st ed., 1855.

Chemical Catalog Co., 19 E. 24th St., New York.  
Beet Sugar Manufacture and Refining, Ware.

Columbia University Library, New York City.  
Koop, Historical Account of Substances Which  
Have Been Used to Describe Events—Invention of  
Paper, London, 1800.  
De Foe, Novels, vol. 3, Edinburgh, Ballantyne, 1810.

Covici-McGee, 158 W. Washington St., Chicago.  
A Man in Earnest, Robert Collyer.  
Old Fogey, Huneker.  
Infallible Logic, pub. Chicago, circa 1885.  
Byran's Dictionary of Painters & Engravers, 5 vols.  
Champlin's Cyclopedia of Painters & Paintings, 4  
vols.  
Corporal Si Clegg.  
A Prisoner of War, by a member of the 51st (In-  
diana) regiment.  
The Monthly Illustrator, vol. 5, July, 1895, pub.  
H. C. Jones, New York.  
Macmillan's Miniature Series, A Cathedral Pil-  
grimage, by Julia C. R. Dorr; A Trip to England,  
by Goldwin Smith; Parables of Life, by W. H.  
Mabie; Brown Heath and Blue Bells, By W.  
Winter.

T. O. Cramer, 1321 Grand Ave., Kansas City, Mo.  
August Mau, Pompeii, Its Life and Art.  
Bradley's Life of the James Boys.  
Edwards, Noted Guerillas.

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Book on Zinbadwe Ruins, J. T. Bent.  
Stanley's Expedition to Africa.

Dives, Pomeroy & Stewart, Bk. Dept., Harrisburg, Pa.  
Book on Plaster, Plain and Ornamental, Miller.  
From Powder Monkey to Admiral, Henry Giles  
Kingston.

Dixie Bus. Bk. Shop, 140 Greenwich St., New York.  
Isaac Todhunter, History of Probabilities.

E. P. Dutton & Co., 681 Fifth Ave., New York.  
Adams, C. T., The Constitutional Ethics of Suc-  
cession.

Andrews, Mrs. S., 1st eds., Enchanted Forest In-  
habitant.  
American Bureau of Standards, Aluminum Alloys  
Reports.

An Unrecorded Trial, 1915.  
Arabian Nights, Samara ed., vol. 7.  
Americanization of Edward Bok, 1st ed.

Alberdi, The Crime of War.  
Atherton, Pearl of Loreto.

Abraham, Surgeon's Log, pub. Dutton.

Ade, George, Stories of the Streets and of the  
Town, nos. containing Artie and Pink Marsh,  
issued by Chicago, Daily Record, paper wrap-  
pers; Marse Corington, Washington, 1918; Some  
Torch Bearers in Indiana, Indianapolis, 1917; The  
Humbler Poets, 2nd series, Chicago, 1911.

American Book Prices Current, 1916-1920.  
Baring, M., Thoughts on Art and Life, Boston,  
1906.

Bridges, Robert, Humor of the Court, Boston, 1893.

Beebe, Our Search for a Wilderness.

Borrow, Lavengro, Brentano; Romany Rye, Bren-  
tano; Bible in Spain, Brentano; Wild Wales,  
Brentano.

Bartlett, Northward & Co.

Bookman, Aug., 1918.

Browning, Robert, Works, Introduction and Notes  
by Porter & Clark, brown cloth, vol. 1, Pauline;  
vol. 4, Dramatic Lyrics; vol. 5, Men and Women.

Burgin, The Shutters of Silence, any ed.

Brooks, Essays and Addresses.

Begbie, House of Deceit.

Bunney's Cook Book.

Barker, Songs of a Vagron Angel.

Bairlein, House of Fighting Codes.

Burr, Written Messages from the Spirit World.

Beebe, The Bird.

Bishop, Extra Illustrated Catalogue on Jade.

Bone, David W., The Brass Bounder, 1911.

Cervantes, Don Quixote, Shelton's Trans.

Confessions of a Society Man, 1887.

Everybody's Book on Jokes.

Hewlett, Open Country.

James, The Castle of Ehrenstein.

Kingston, Royal Romances; Famous Morganatic  
Marriages.

Morley, Parnassus on Wheels, 1st ed.

Sandham, Montreal, Past and Present, pub. in 1870.

Southey, Palmerin of England; Amadis De Gaul.

Spurgeon's Sermons, vol. 19.

Thackeray, Wm. M., Catherine, Harper Bros., 1860.

N. Y.

Von Hasse, Kiel and Jutland, good copy.

Wilcock, Wringless Victory.

Wegelin, Oscar, Early American Fiction, New York.

1902; Early American Plays, New York, 1902;

Also Dunlap Society, 1900; Early American Poetry,  
New York, 1903.

## Marshall Field &amp; Co., Chicago, Ill.

Kenelin Chillingly, Lytton.  
Good Cheer, Hackwood.

## P. K. Foley, 3 Hamilton Pl., Boston.

Boston Daily Mail, 1841-45, any.

Boston Notion, and extras, 1840-41.

Constellation, N. Y., 1859.

American Mail, June-Aug., 1847.

Harbinger, N. Y., 1845-48, any nos.

New World, N. Y., 1839-45, any nos.

Norwich, Conn., Spectator, 1828-29, any.

Western  
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Bell, Sol  
Bierce, F  
man's  
Bowl of  
Burroughs  
Carman, I  
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Masters, J  
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Simms, W  
Cooper, J  
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Western Continent, weekly, Baltimore, 1846.  
Phalanx, N. Y., 1845, any.  
Bell, Solomon, Travels, Boston, 1830-32.  
Bierce, Fantastic Fables; Cynic's Word Book; Hang-  
man's Daughter, 1st eds.  
Bowl of Punch, Carey, Phil., 1845.  
Burroughs, Walt Whitman, 1867 and 1871.  
Carman, Bliss, 1st eds.  
Chivers, Thomas Holley, any.  
Comstock the Pirate, Life of.  
Dickens, American Notes, and Parody, English  
notes, Boston, 1842; Report of Dickens Dinner  
and parody, Quozziana, Boston, 1842; Report of  
Dickens Dinner, N. Y., 1842; Travelling Letters,  
1846.  
Emerson, Essays, 1841, 1844; Poems, 1847, 1st eds.  
Harte, Lost Galleon, 1867; Pliocene Skull, 1871;  
M'liss, 1873.  
Hawthorne, Tales, 1837; Grandfather's Chair, 1841;  
Famous Old People, 1841; Liberty Tree, 1841; Bio-  
graphical Tales, 1842; Historical Tales, 1842; Snow  
Image, 1852; Wonder Book, 1852; Tanglewood Tales,  
1853; Septimius Felton, 1872; Dolliver Romance,  
1876; Fanshawe, 1876.  
Holmes, Harbinger, 1833; Poems, 1836, orig. clo.  
Hood, Mrs. Peak's Pudding, Phil., 1845.  
Lanier, Tiger Lilies, 1867; Poems, 1877 and 1884.  
Masters, Spoon River Anthology; Domesday Book;  
Towards the Gulf, and other 1st eds.  
Melville, Typee; Omoo; Mardi; 1st eds.; odd vols.  
or complete, and other 1st eds.  
Romans, Troubles in New Netherlands, vol. 2.  
Simms, W. Gilmore, 1st eds., orig. bindings.  
Cooper, J. F., 1st eds., including odd vols.  
Thoreau, Summer; Autumn; A Week, 1st eds.  
Stoddard, C. W., Poems, 1867; Idyls, 1873.  
Brown, Charles Brockden, 1st eds.  
Jerome, My First Book, London, 1894.  
Alfred Fowler, 17 Bd. of Trade, Kansas City, Mo.  
Fox-Davies, The Art of Heraldry, London, 1904.

P. H. Furman, 363 W. 51st St., New York.

Lydekker, Marvels of the Universe.  
Johnston, Wonders of the World.

Gammel's Book Store, Austin, Texas.

Grigsby, The Virginia Convention of 1776.  
The Virginia Convention of 1829-30.  
Sibley & Green's Texas Brigade.  
Anything on Texas.

J. K. Gill Co., Portland, Ore.

Thomas, Gardening for Amateurs, 2 vols.  
Monograph of the Phasianidae, D. G. Elliott.  
Snowden, The World, A Spiritual System.  
Grove, Lillies.

Gittman's Book Shop, 1225 Main St., Columbia, S.C.  
Henty, Through Russian Snows; When London  
Burned; In Greek Waters.  
Kennedy, Horse Shoe Robinson.

A. F. Goldsmith, 42 Lexington Ave., New York  
Hearn, Lafcadio, Kokora. Any books by Hearn.  
Bierce, Ambrose, Tales of Soldiers and Civilians.  
Any books by Bierce.

Whitman, Leaves of Grass, Washington, 1871. Any  
books by or about Walt Whitman.  
Crane, Stephen, George's Mother. Any books by  
Stephen Crane.  
Symons, Arthur, any first editions of.

Laurence Gomme, Inc., 34 E. 48th St., New York.  
David Gray, Gallops, Century Co.

Grant's Bk. Shop, 127 Genesee St., Utica, N. Y.  
Groos, The Play of Man.

Hampshire Bookshop, Inc., Northampton, Mass.

Letters of Emily Dickinson, Little, Brown & Co.

Hazen's Bookstore, 238 Main St., Middletown, Ct.

History of the Inquisition in Spain by either  
Lea or Rule.

Bailey's Cyclopaedia of Horticulture, 6 vols.

John Heise, 410 Onondaga Bank Bldg., Syracuse, N.Y.

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Higbee Book Shop, Cleveland, Ohio.

Field, Yesterdays with Authors.  
Lever, Charles O'Malley Nelson, De Luxe ed.

Himebaugh & Browne, 471 5th Ave., New York.  
Grim Tales Made Gay, Guy Wetmore Carryl; Mother  
Goose for Grown-Ups.  
In Africa, Hunting Adventures in the Big Game  
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Hochschild, Kohn & Co., Baltimore, Md.

The Church Catechism, The Christian Manual, by  
Canon Newboldt.  
History of the Lower Shenandoah, Norris.  
Ten Lessons in Singing, Marchesi.  
Natural History of Selbourne, White, Everyman Li-  
brary, cloth.  
Land of Long Ago, Eliza Calvert Hall.

Holliday Bookshop, 10 W. 47th St., New York City  
Real Estate Values in Manhattan, Evening Post.

Holmes Bk Co., 742 S. Main St., Los Angeles, Cal.  
Capes, Bernard, Lake of Wine.

H. R. Hunting, Myrick Bldg., Springfield, Mass.

Crane, Mother Hubbard, Her Picture Book.

Chapman, Fusing Force.

Page, Gordon Keith. 2 copies.

McCutcheon, Castle Cranecrow. 2 copies.

Wister, Red Men and White.

The Chandler Family, Worcester, Mass., pub. by  
Press of Charles Hamilton, 311 Main St., Worcester.



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of John Clark Co., Cleveland

James Bk Store, 127 W. 7th St. Cincinnati, O.  
Buck, Mystic Masonry.  
Body in the Blue Room, Penn.

Edw. P. Judd, New Haven, Conn.

Jones, Model Prayers.

Kendrick-Bellamy, 16th St. at Stout, Denver, Col.

Snihiahe (The Initiate).

Farmer, Comp. J. S., Vocabula Amatoria, French-  
English Glossary.

Machen, Arthur, books by, 1st ed.

De La Ware, Constance, A Twice Crowned Queen.

Amundsen, The South Pole.

Scott's Last Expedition.

P. J. Kenedy & Sons, 44 Barclay St., New York City.

O'Rourke, Fountains of the Saviour; Under the

Sanctuary Lamp; On Israel's Hills.

Cardinal Newman's Complete Works.

Kilmarnock Books, 46 E. 4th St., St. Paul, Minn.

Porter's Journal, Cruise of the Essex, 1st ed.

Diary of a Freshman, Flandrau.

Problems of Modern Science, Dendy.



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**Edward J. Kimball, 527 Marquette Ave., Minneapolis**  
Reider's Atlas of Urinary Sedimentation.  
Parson's Pathology of the Eye, 4 vols.  
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Looking Backward. Containing portrait of Bellamy.  
Steven's In the Eagle's Talons.

**Korner & Wood, 737 Euclid Ave., Cleveland, O.**  
Braley, Things As They Are; Songs of a Work-a-Day World, Doran.  
Bramah, The Wallet of Kai Lung.

**Lamar & Barton, 1308 Commerce St., Dallas, Texas.**  
Grigsby, Hugh Blair, The Virginia Convention of 1776. (Published in 1855 by J. W. Randolph, Richmond, Va., 121 Main St.); The Virginia Convention of 1829 and 1830.

**Lamar & Barton, 5th & Grace St., Richmond, Va.**  
The Sermon on the Mount, Marcus Dods.  
The Great Charter of Christ, Carpenter.  
The Manifesto of the King, Dykes.  
The Lord's Prayer, Farrar.  
The Lord's Prayer, Dracon.

**Lantern Bookshop, Lake Placid, N. Y.**  
Sun Dial Edition of Conrad.

**Lemcke & Buechner, 32 E. 20th St., New York City.**  
Church's Stories From Virgil. Crowell ed.  
Harper's Hebrew Method and Manual. 6 copies  
Not revised ed. by Smith.  
Chemical, Metallurg. Engineering, vols. 1-12.  
Crisvet, Abridged History of Greek Literature.  
Woolsey, Political Science, 2 vols.  
Greene, Parrots in Captivity, 3 vols.

**John W. Leonard Corp., 375 Fulton St., Brooklyn, N. Y.**

Who's Who on the Pacific Coast, Harper, 1918.  
The Book of St. Louisans, second ed.

**Liberty Tower Bk. Shop, 55 Liberty St., New York.**  
Jerusalem and the Crusades, Blythe, Dodge.  
Story of Jesus, Ethel Dana.  
Seven Champions of Christianity, Danton.  
Stories from Christian East, Stephen Gaselle.  
Our Mutual Friend, vol. 12, Roxbury ed.  
Farmer, Cook Book, unrevised ed.  
Encyclopedia Britannica, standard ed.

**N. Liebschultz, 226 W. Jefferson St., Louisville, Ky.**  
Echols' Differential & Integral Calculus.  
Beal's Equation Writing, quantities.  
Sturmer's Pharmaceutical Latin, quantities.  
Stevens' Pharmaceutical Arithmetic, quantities.

**Little Bk Store, 51 E. 60th St., New York City.**  
Sinclair, May, The Three Brontes, Houghton.  
The Letters of Lady Mary Montague, ed. Moy Thomas, Macmillan, 1893.

**Little, Brown, 34 Beacon St., Boston**  
Kingsley, Henry, Mlle. Mathilde, Longmans.

**B. Login & Son, 29 E. 21st St., New York.**  
Mayo Clinics, 1921-1922.  
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**Long Island Bk Exchange, Glen Cove, N. Y.**  
History of Tournament in England and France, Day.  
Tom Jones, vol 2, Century.  
Pickwick, print, by Eytinge, showing characters.  
Huxley, set, or single volumes.

**Lord & Taylor Bk Shop, 5th Ave. at 38th St., N. Y.**  
Martin, Crossway, Grosset & Dunlap.  
Hendricks, D. P., Story of Life Insurance.  
Federal Reserve Act by Conway & Patterson.  
Negotiable Instrument Laws.  
Holdsworth, Money and Banking.  
Conant, Modern Banks of Issue.  
Kemmerer, Money and Prices.  
MacLeod, Theory and Practice in Banking.  
Nat'l Bank Act with Amendments to Date.

## Lord &amp; Taylor—Continued

Pratt's Digest of Nat'l Bank Act.  
Federal Reserve Act with Amendments to date.

**Macauley Bros., 1268 Library Ave., Detroit, Mich.**  
Why God Loves the Irish.

**McDevitts, 2079 Sutter, San Francisco.**  
Bramah, Ernest, Kai-Lung (either vol.).  
Smucker, His. of Mormonism, 1856 or 1860.  
Pallender, Log of Island Wanderer.  
McDevitt, Fono-Stenography, any.

**R. H. Macy, Bk Dept., New York City**  
Arnold, Lawrence B. Vaint, Stained Glass.  
Nobure, Treatise on Human Nature, Everyman ed.

**Jordan Marsh Co., Boston, Mass.**  
Moore, Geo., Spring Days, 1st ed.  
Jurgen, ill. by Pope, Eng. ed.

**Med. Standard Bk Co., 301 N. Charles St. Baltimore.**  
Alexander, F., Story of Ida, Mosher or any ed.  
Peirce, Edward, Life of Charles Sumner.

**Methodist Bk Con., 581 Boylston St., Boston.**  
Jewett, Sarah Orne, The Jewelled Talisman.

**Methodist Bk. Con., 420 Plum St., Cincinnati, O.**  
Sargent, D. C., Our Home.

**Mich. State Normal College Lib., Ypsilanti, Mich.**  
Blount, Intensive Studies in American Literature.  
Eaton, Walter P., Green Trails & Upland Pastures.  
History Teacher's Magazine, vol 1.  
Hapgood, Norman, Daniel Webster.  
Lucas, E. V., Over Bemerton's.  
Lyell, Principles of Geology, 4th vol., 3rd ed., London 1835.

Moulton, Library Literary Criticisms.  
Quiller-Couch, Ship of Stars.  
Statesmans Year Book 1865.  
Strauss, Roger Williams, the Pioneer of Religious Liberty.  
Bohned, Virgil in the Middle Ages.  
Wallace, A. R., Narratives of Travels on the Amazon.

**Miller & Beyer, Inc., 50 W. 49th St., New York.**  
Melville, 1st eds.  
Crane, Stephen, 1st eds.  
Housman, A. E., 1st eds.  
Saltus, 1st eds.  
Thoreau, 1st eds.  
Hearn, 1sts.  
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Stevenson, 1st eds.  
Moore, George, 1st eds.  
Butler, Samuel, 1st eds.  
Hudson, W. H., 1st eds.  
Beerbohm, 1st eds.

**N. A. C. C. Library, 366 Madison Ave., New York.**  
Dyke's Troubles, Remedies and Repairs of the Automobile and Gasoline Engine, St. Louis, Mo., A. L. Dyke, 1909.

**N. Y. Med. Bk. Co., 229 4th St., Union Hill, N. J.**  
Howell, Flora of North America.  
Meehan, Native Flowers of the U. S.

**Normandie Book Co., Morristown, N. J.**  
Whittier, Longfellow, Lowell, Emerson, Holmes, Alcott, Fiske, Hale, Taylor, Prescott, etc. We are always in the market for firsts, and will take any number of copies if prices are reasonable. There is apparently no demand for these now-days and therefore prices must be low.  
Twain, Huck Finn; Sawyer, and all other Twain firsts.  
Field, Stevenson, Haggard, any firsts.  
Autograph items of any authors.

**Old Corner Bk. Store, 27 Bromfield St., Boston 5.**  
Wall, O. G., Recollections of a Sioux Massacre.  
Brady, C. T., Indian Fights and Fighters, 2 vols.

**Osbornes' Bk Store, Santa Barbara, Cal.**  
Hodges, Everyman's Religion.

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Pettibone-McLean, 73 E. State St., Columbus, O.  
Battle of the Piave.  
Philadelphia Bk Co., 17 S. 9th St., Philadelphia.  
Stevenson, Home Book of Verse, vol. 5.

The Pilgrim Press, 14 Beacon St., Boston 9.  
U. S. Catalogue Supplement, books pub. 1912 to 1917.

L. Pingpank, 2415 College Ave., Indianapolis, Ind.  
Butterfield, Cranford's Campaign.  
Narratives of Knight & Glover of Crawford Expedition, 1782.  
James, Ohio in 1778.  
Col. Smith's Captivity, 1755-59.  
Hurlbert, Red Men's Roads.  
Reade, Kentucky Colonel.  
Clark's Commentary, 6 vols.

Charles T. Powner, 177 W. Madison St., Chicago.  
Sawyer, Alvah, A History of the Northern Peninsula of Michigan and Its People, Chic., Lewis Pub. Co., 1911, 3 vols.  
Rezek, Antoine Ivan, History of the Diocese of Saulte Ste. Marie and Marquette, vol. 1 Houghton, Michigan 1906, vol. 2, 1907, Chicago, M. A. Donohue & Co.

Chas. T. Powner, 26 E. Van Buren St., Chicago.  
Unusual items, Art and Architecture.

Chas. T. Powner, 542 S. Spring St., Los Angeles.  
Ceramics and Costumes; Unusual Art Works.

Preston & Rounds, 98 Westminster St., Providence, R. I.

Stormouths Dictionary.  
Cozen's American Yachts.

Princeton Univ. Store, Princeton, N. J.

Beazley, C. R., Prince Henry The Navigator, Putnam, 3 copies, please quote.  
Hume, M. A. S., Spain, Its Greatness and Decay, 3rd ed., Macmillan, 3 copies.  
Maitland & Montague, Sketch of English Legal History, Putnam, 3 copies.  
Weismann, The Evolution Theory, 2 vols., Longmans, 2 copies.

Putnams, 2 W. 45th St., New York City.

Oswald, Summerland Sketches.  
Genealogy of Haven Family in America.  
Prescott, Ferdinand and Isabella; Philip II; Charles V.  
Gilman, In This Our World.  
Hancock, Japanese Physical Training.  
Bolton, Catalog of Scientific and Technical Periodicals, 1665-1895, Smithsonian Institution.  
Thorne, When it was Dark.  
Burnett, Little Lord Fauntleroy, 1st ed.  
Mencken, Heliogabalus.  
Elliot, Roman Gossip.  
Maicy, Thirty Years of Army Life on the Border.  
Stories of the Outlaw.  
O'Neil, Anna Christie, 1st ed.  
Wilcox, Rockies of Canada.  
Atherton, Tower of Ivory.  
Dobson, Old World Idylls.  
Wason, Friar Tuck.  
Dawson, Geological History of Plants.  
New Testament, Tyndale Version.

Queen City Bk Co., 182 Franklin St., Buffalo, N. Y.

Any good Art Anatomys.  
Chambers, R., Cardigan, Maid at Arms; The Reckoning.  
Woodruff, Effects of Tropical Light on White Men.  
Scott, Voyage of Discovery, Smith Elder ed.

Rare Book Co., 99 Nassau St., New York City.  
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